A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

August 14, 1967

worldwide import rules

International Trade Winds Newsletter

Company News

STEEL—Armco Steel Corp., Middletown, Ohio, has begun operation of the first phase of a new fabricating plant at Lidkoping, Sweden, about 70 miles northeast of Goteborg. The plant, operated by Armco's Swedish subsidiary, Armco Industries, AB, makes small diameter tubing for motor vehicle and appliance manufacturers in Sweden and also acts as sales outlet for the full line of Armco products marketed overseas.

CONSTRUCTION—A contract for construction of the 265-mile Mt. Newman iron ore railroad in Western Australia has been awarded to an American-Canadian group, Morrison Knudsen-Mannix-Oman. The companies in the venture are Morrison Knudsen International, Co., Inc., Boise, Idaho; Mannix Contractors (Pty.) Ltd., Calgary, Alberta; and Oman Construction Co., Nashville, Tenn. The rail line will run from Mt. Newman, in the heart of the Pilbara region of Australia, to Port Hedland, the new major iron ore shipping outlet on the country's northwest coast. Said to be the largest railroad project in the world today, the line is scheduled for completion in 1969.

BANKING—The American Express Co., Inc., New York, has opened a new commercial banking office in Taipei, Republic of China (Taiwan), its first office in that country. The new facility will offer comprehensive banking service including loans, discounts and advances, commercial letters of credit, collections, remittances, securities, and credit information. American Express maintains banking branches in 16 countries throughout the world.

COMMUNICATIONS—Raytheon Co., Lexington, Mass., has been named to supply a microwave radio system that will expand tenfold the telephone and teletype service between Quito, Ecuador, and that country's port city of Guayaquil. Raytheon equipment, supplied by Raytheon Canada, Ltd., will be installed at seven sites, including Guayaquil, Cochabamba, Quevedo, Santo Domingo, Atacazo, and another location to be determined. The system is expected to be operational by mid-1968.

Want to join the list of 145 U.S. firms displaying goods at the two-year-old Sample Display Service at Nairobi, Kenya? Agents/distributors have been found for 25 exhibitors, with 18 pending. One recent company participation will add at least 6 agency/distributorship arrangements to this total. Sales traceable to use of the service will total about $200,000 this year. Write BIC-936, U.S. Department of Commerce, Washington, D.C. 20230, particularly to verify kinds of products apt for East African markets (up 46% in imports from U.S. this year).

One Central American country recently announced bid awards in which U.S. firms were awarded contracts of more than $100,000. The government's bid tenders were brought to U.S. attention through Trade Opportunities reported to and published by INTERNATIONAL COMMERCE.

The profit motive has been enlisted by the U.S. Agency for International Development, in boosting its food-production program in Africa. Got the expertise and managerial skills to help Africa's food-raising or processing enterprises? Then come along with part-ownership, too, AID recommends. Specific opportunities in nine African countries are available at AID for study by U.S. firms.

The American Consulate General in Hong Kong is inviting U.S. firms with Hong Kong representation to display small manufactured articles in showcases at its Commercial Unit. Current focus for the displays is on productivity-assisting items, such as measuring, testing or quality control instruments and equipment. Sales literature is welcomed with the display materials.

More funds to private enterprises participating in development projects around the world. It's a result of a 1967 decision by International Finance Corp., the World Bank's affiliate that specializes in financing private enterprise. New policy means single commitments can go as high as $20 million, against previous top of $12 million (average: about $1.5 million). A statement outlining the new policy gives IFC's standards for considering proposals, degree of IFC participation, and IFC relations with foreign governments and firms re investments.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

The display contains some of the various official documents required by different countries before allowing U.S. goods to be imported. When called for, import licenses are generally a means of controlling the flow of trade for balance-of-payments reasons. Quotas are also used in some cases to restrict certain classes of imports, and many countries require exchange permits. Worldwide import rules of some 120 countries, revised as of July 1967, are summarized beginning on page 2.

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Worldwide import rules reviewed for U.S. traders

Prepared in the Office of International Regional Economics

Import license and exchange permit requirements as of July, 1967, of more than 120 foreign Governments are summarized below.

Countries are listed alphabetically under five regional groupings.

Many countries do not permit import of foreign goods without import licenses, which must be obtained by the buyer. Such licenses are imposed largely to control the flow of trade for balance-of-payments reasons.

Where an open general license system is in effect, it customarily means that no specific license is needed for individual imports.

Quotas may be used in conjunction with import licenses, restricting imports to a definite quantity of certain classes of goods for a specified period. Quotas usually are allocated to individual countries or groups of countries, or a global quota may be set up on a first-come, first-served basis.

Foreign exchange controls

Many countries require the importer to obtain an exchange permit for foreign currency to pay for the import. In some of these countries, foreign exchange controls take the place of import licenses. These controls may be imposed to conserve exchange for purchase of those imports considered essential, or to apportion available exchange among importers.

In these cases, the foreign Government assumes control over all foreign exchange arising from the country's exports, with power to release it to importers desiring foreign means of payment for imports.

In cases where both import licenses and exchange permits are called for, some countries provide for the automatic release of the necessary foreign exchange when granting the import license.

The import license must sometimes be granted before goods can be ordered, and the exchange permit, when required, must also be obtained before the importers can make payment. U.S. exporters are urged to make certain before shipping that the foreign importer has obtained the required license, and they should insist on being furnished the identifying number or symbol of the permit.

The regulations listed below apply primarily to goods of U.S. origin and to other goods payable in U.S. dollars. They update a tabulation of world import and exchange permit requirements published in INTERNATIONAL COMMERCE, Jan. 23, 1967.

More detailed information on licensing and exchange control regulations of individual countries is published in the Overseas Business Reports series entitled **"Foreign Trade Regulations of (country),"** available for 15 cents each, from Commerce Department Field Offices and from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

AFRICA

ALGERIA—Import license required for only certain products which are subject to import quotas. Licenses valid for 3 to 6 months and cannot be renewed or extended. Exchange permit not required.

BOTSWANA—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under 1 rand—US $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. Consumer requirements" are subject to quotas. Licenses issued during any calendar year are valid for shipment up to March 30 of following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured.

BURUNDI—Import license required for all imports and is valid for 6 months. Granting of license assures release of foreign exchange.

CAMEROON and EQUATORAL CUSTOMS UNION —Central African Republic, Chad, Congo (Brazzaville), Gabon—Import license required for non-franc zone countries, Exchange Office visa necessary on license, issuance of which assures release of foreign exchange. Licenses, valid for 6 months from date of issuance of exchange visa, renewable for two periods of 3 months each for non-capital goods and for three periods of 6 months each for capital goods.

CONGO (Kinshasa)—Import license required; usually issued on 4-month basis, with extensions permitted. Foreign exchange is controlled, but issuance of import license normally guarantees release of foreign exchange. In addition, it is possible for firms paying for goods with own foreign exchange to obtain licenses, provided goods are not for resale.

DAHOMEY—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required, but issuance of license usually carries right to foreign exchange.

ETHIOPIA—Import license not required, but exchange license must be obtained from the National Bank of Ethiopia before payment can be authorized. Validity of exchange permit generally restricted to 90 days but may be extended.

FRENCH SOMALILAND—No import license necessary except for certain drugs. Exchange permit not required.

GAMBIA—Most goods imported under Open General License; a few excepted items require a specific license. Licenses usually valid for 1 year. Exchange authorization required, but license usually carries right to foreign exchange.

GHANA—Specific import licenses required for most goods except for a few miscellaneous commodities which may be imported under Open General License. Licenses, normally valid for 6 months or 1 year, carry right to foreign exchange.

GUINEA—Imports are strictly controlled and require licenses, with very few exceptions. Import licenses, assure release of foreign exchange, but imports from U.S. generally not approved if same articles are available from countries which have trade agreements with Guinea.

IVORY COAST—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required, but issuance of license usually carries right to foreign exchange.

KENYA—Commodities imported under Open General License or a specific import

license, valid from date of issue until end of calendar year. Exchange permit issued by an authorized bank is required, but granting of license usually guarantees release of foreign exchange.

LESOTHO—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under 1 rand—US $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. Consumer goods not licensed under "reasonable requirements" are subject to quotas. Licenses issued during any calendar year are valid for shipment up to March 30 of the following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured.

LIBERIA—Import license necessary for only a few items. Exchange permit not required.

LIBYA—Most items imported under Open General License but some require a specific license. For goods originating in United States, licenses are valid for 6 months and may be extended for 3 months. Longer periods of validity may be granted for imports of industrial or agricultural machinery. Foreign exchange automatically allocated for licensed imports.

MALAGASY REPUBLIC—Import licenses, based on a global quota, required for goods from United States. Licenses are valid for 6 months and usually are issued in March and September. Two successive extensions of 3 months each may be granted. License assures release of necessary foreign exchange.

MALAWI—Import license required. Goods admitted with either an Open General License or a specific license, usually valid for 6 months. License carries right to foreign exchange.

MALI—Imports subject to import licenses issued in accordance with government import program that assigns quotas for each import commodity. Licenses valid for 6 months and in exceptional circumstances renewable for an additional 3 months. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange.

MAURITANIA—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange.

MAURITIUS—Imports subject to either Open General License or a specific license. Licenses usually valid for 1 year. Exchange authorization required but license usually carries right to foreign exchange.

MOROCCO—Imports divided into two groups: those which may be imported freely and those which require a specific import license when imported from any country. Licenses, valid for 6 months, usually carry right to foreign exchange.

NIGER—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange.

NIGERIA—Most imports admitted under Open General License but some require a specific license. Exchange authorization required, but issuance of license usually guarantees release of foreign exchange. Period of time for which each individual license is valid is stated thereon.

PORTUGUESE OVERSEAS PROVINCES, including ANGOLA, MOZAMBIQUE, and PORTUGUESE GUINEA—Imports from United States subject to licensing and prior registration with Foreign Commerce Board. Licenses normally granted only for items deemed essential and not available from Portugal or any of its overseas provinces. Licenses usually valid for 90 days and may be extended if application stating reasons for extension is filed before expiration date. Exchange permit required, but license normally assures release of necessary foreign exchange.

RWANDA—Import license necessary. Valid for 6 months from first of month following date license is stamped with exchange visa. Licenses for goods considered essential to economy carry right to foreign exchange. Licenses granted for other goods do not include official allocation of exchange.

SENEGAL—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange.

SIERRA LEONE—Most items admitted under Open General License, but certain commodities subject to a specific license. Licenses usually valid for 1 year. Exchange permit required, but normally readily granted for legitimate trading transactions.

SOMALI REPUBLIC—No import license is required on most products. Licenses are required for certain listed goods and are valid for 4 months. If goods are imported under letters of credit licenses are valid for 6 months. Exchange authorization is not required except where a license is mandatory.

SOUTH AFRICA, REPUBLIC OF, including SOUTH WEST AFRICA, and the British High Commission Territory of SWAZILAND—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under 1 rand—US $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. Consumer goods not licensed under "reasonable requirements," are subject to quotas. Licenses issued during any calendar year are valid for shipment up to March 30

CUSTOMS BARRIER marks the Franco-German frontier at Creutzwald. No import licenses are required in France and the Federal Republic of Germany, except for a few products, mainly agricultural.

of following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured.

SOUTHERN RHODESIA—Import licenses required and are presently issued only for the most essential commodities due to limited foreign exchange. Issuance of license assures release of foreign exchange. List of items which may be imported will be readjusted effective March 31, 1966. (In view of the current situation in Southern Rhodesia, U.S. businessmen planning to do business with that country may wish to contact the Department of Commerce or their nearest Field Office for information concerning the most recent developments).

SUDAN—Goods considered essential for economic development or consumption and other miscellaneous items can be imported under Open General License. Goods which compete with locally produced commodities or are considered luxuries admitted only under a specific import license. Automobiles with a c.i.f. value exceeding 500 Sudanese pounds (1 Sudanese pound=US $2.87) are not licensed, except with special permission. Licenses, valid for 3 months, may be extended if justifiable reasons are given at least 3 weeks before expiration date. Exchange authorization required, but license usually assures release of necessary foreign exchange.

TANZANIA—Most commodities imported under Open General License but some goods require a specific import license. Licenses normally valid for 6 months. Issuance of license usually assures release of necessary foreign exchange.

TOGO—Import license required. Valid for 6 months, but can be renewed twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization necessary, but import license usually carries right to foreign exchange. Licensing procedures do not favor franc zone goods.

TUNISIA—Import license required. For importation of certain capital goods and raw materials considered essential there are no quantitative restrictions, and issuance of license is usually assured. Such items are known as liberalized goods. Nonliberalized commodities, subject to quotas or a special import program, are more strictly licensed. Many nonessential items require advance deposits ranging from 25 to 100% before license is issued. Licenses usually valid for 6 months. Exchange authorizaiton required, but issuance of license usually assures release of necessary foreign exchange.

UGANDA—Import license not required for importation of most goods into Uganda. Other goods require a specific import license which is valid for 6 months. Banks are authorized to make payment for imports in any currency on production of proof by importer in Uganda as to value of goods and that they have been or will be imported.

UPPER VOLTA—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange.

ZAMBIA—Import license required. Goods are admitted with either Open General License or a specific license, usually valid for 6 months. License carries right to foreign exchange.

EUROPE

AUSTRIA—Majority of imports liberalized. Only small number of agricultural items require prior application for import licenses. Licenses normally valid for 6 months; may be extended for justifiable reasons. No separate exchange permit required.

BELGIUM—No import license necessary, except for a small number of products. Licenses usually granted freely, where required, and are valid for 4 months. No separate exchange permit required.

BULGARIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

CZECHOSLOVAKIA—Practically all imports are made by government agencies according to plan and do not require an import license or an exchange permit.

DENMARK—Import license required only for limited list of nonliberalized products. License usually issued for 12-month period. No separate exchange permit required.

FINLAND—Import license required only for a limited list of nonliberalized products. License usually valid for 6 months. No separate exchange permit required.

FRANCE—No import license necessary, except for limited number of mainly agricultural products. Licenses generally valid for 6 months. No exchange permit required.

GERMANY, FEDERAL REPUBLIC OF, including WEST BERLIN—No import license necessary except for certain agricultural products; a few nonagricultural items also require licenses but these are freely granted. Licenses normally valid for 6 months. No separate exchange permit required.

GERMANY, SOVIET ZONE, including Soviet sector of Berlin—Import license necessary; Government agencies responsible for securing own permit. Exchange permit required, but import license automatically provides for allocating necessary foreign exchange.

GREECE—No import license necessary except for specified items, including rice, motor vehicles, automotive chassis and bodies, used clothing, textiles, machinery and spare parts, precious metals and articles thereof. No exchange permit required; but applications for foreign exchange must be registered with authorities. Bank of Greece approval required for goods imported under AID authorization.

HUNGARY—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

ICELAND—Import license not necessary for items on extensive free list. For all other items import license required; usually valid for 6 months. Exchange permit required, except for free list imports.

IRELAND—Import licenses required only for a few products. License normally valid for maximum of 6 months. Exchange permit not required, except for importations from United States exceeding £2,000 ($5,600) for each transaction.

ITALY—Import licenses required only for a limited number of items. Licenses generally valid for 6 months. No exchange permit required.

LUXEMBOURG—Import licenses required only for a small number of products. Licenses, usually granted freely, are valid for 4 months. No separate exchange permit required.

MALTA—Import licenses required for relatively few items. Licenses usually valid for 8 months.

NETHERLANDS—No import license necessary, except for a small number of products. Validity period of import licenses usually conforms to delivery terms of sales contract and may be extended. No separate exchange permit required.

NORWAY—Import license required only for a limited list of nonliberalized products. Validity period usually indicated on license. No separate exchange permit required.

POLAND—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

PORTUGAL, including the AZORES and MADEIRA—Import licenses necessary but are granted automatically for most products. Valid for 6 months and can be extended for 6 months or even longer where justified. The import license also serves as an exchange permit.

ROMANIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

SPAIN, including CANARY ISLANDS—Import license not necessary except for nonliberalized products. The import license also serves as an exchange permit. License generally valid for 3 months.

SWEDEN—Import license required only for automobiles and certain agricultural products. Licenses for automobiles are granted freely. No separate exchange permit required. Validity period usually indicated on license.

SWITZERLAND—No import license necessary except for a few agricultural products. No exchange permit required. Licenses generally valid for 3 months.

UNION OF SOVIET SOCIALIST REPUBLICS—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for necessary foreign exchange.

UNITED KINGDOM—Import licenses not required except for a limited number of products, for example: grapefruit, grapefruit juice, orange juice (except unpasteurized frozen concentrate), fresh apples and pears, certain airplanes, and cigars. Licenses valid up to one year but usually issued for 6 months. Exchange permits, required only for import transactions

value over £2,000 ($5,600), routinely issued.

YUGOSLAVIA—A fairly complicated system involving strict control over foreign exchange allocations and some licensing. However, new law introduced Jan. 1 has liberalized many imports.

FAR EAST, OCEANIA

AUSTRALIA—Import licenses not necessary except for 3 items: aluminum products, second hand or used excavating and construction machinery and equipment, and used 4-wheel drive vehicles (excluding public service type). Licenses valid for 1 year. Exchange permit not required.

CAMBODIA—SONEXIM, State trading agency, imports on basis of a simple import declaration countersigned by Cambodian Bank of Commerce. Agency carries out all import operations in conformity with a National Import Plan established by Government for each calendar year. Bank of Commerce releases foreign currency and maintains strict control over nonessential imports. There is a special high exchange rate for luxury imports. Trade associations, private firms, Government agencies must submit request for imports to SONEXIM.

HONG KONG—Import license necessary only for dutiable, strategic, or short-supply goods; relatively few items affected. Exchange permit not required for transactions financed at free market rate but required for a limited number of imports financed at official rate of exchange.

INDONESIA—Imports effected in three main ways: (1) with officially allocated foreign exchange—combined export/exchange license required; (2) with bonus certificates obtained from exports which may be sold and used only for financing more essential imports—bonuses amount to 50%, 75%, and 90% of f.o.b. value of exports, depending on export category; and (3) with DPA, or "complimentary" foreign exchange. Latter derives from exchange received from exports in excess of the Government's export check price; may be purchased through the banking system, and used to import less essential commodities.

JAPAN—Import license necessary but readily available for majority of items. Certain items require import quota allocation certificate from Ministry of International Trade and Industry prior to issuance of import license by foreign exchange banks. For other items, only import licenses required—automatically granted by banks. License, valid for 6 months, carries right to foreign exchange. Importers also required to make advance deposit for some categories of products.

KOREA, Republic of—Import licenses necessary for limited number of restricted items and those not specifically designated. A number of items are prohibited importation. A large group of items, importable on an "automatic approval" basis, do not require specific licenses. Importers, after receiving licenses, may purchase, on open market, foreign exchange certificates issued by foreign exchange banks which entitle holder to purchase foreign exchange. Exchange certificates required for all foreign exchange expenditures except invisible transactions of less than $50. Certificates are issued against almost all Korean exchange earnings from private sources and Supporting Assistance (SA) funds from Agency for International Development. Certificates are not issued, however, against surrender of exchange receipts by UN/US Forces, foreign tourists, or under Public Law 480 arrangements. Import licenses valid for 6 months except from Japan in which case validity period is 4 months.

LAOS—Two types of import financing 1) Imports financed by foreign aid from Australia, the United Kingdom, and the U.S.; and 2) all other imports for which the importer supplies own foreign exchange. Import license and exchange permit required for first category; import license guarantees exchange permit. No import license or exchange permit required for second category.

MALAYSIA—Specific import license not required except for a few items not importable under Open General License for reasons of health, safety, or morals. Licenses required for limited number of items to protect domestic industry. Exchange permits not required. Quotas on some agricultural products.

NEW ZEALAND—Import licenses generally required, although over 90 items, including raw materials, equipment, and finished goods not made in New Zealand are exempted from import licensing. Approximately one-third, by value, of country's imports now exempted from licensing. Exchange permit not required. Import licenses usually issued on a licensing year basis and unless cancelled, are available for importation of the specified goods at any time during year. Licenses cease to be valid after end of year, but can be extended. Extensions granted only for special reasons such as shipping strikes or other emergencies.

SINGAPORE—Specific import license not required except for a few items not importable under Open General License for reasons of health, safety, or morals. Licenses required for limited number of items to protect domestic industries. Exchange permits not required. Quotas exist on a variety of items.

PHILIPPINES—Generally, no import license is needed except for those items whose importation is regulated or prohibited to protect domestic industry, assure national safety and public morals. No exchange licenses required although all imports of $100 or more must be covered by letters of credit accompanied by advance or time deposit of up to 150% of value of the import. Deposit retained by the bank until import bill is liquidated.

TAIWAN—Import license necessary. Exchange permit required but generally automatic with issuance of import license. Import permits, valid for 6 months for U.S. goods, may be renewed for 6 months if necessary. Import permits for goods from Japan and Hong Kong valid for 3 months. A deposit of 50% of the value of the import is required in case of foreign exchange settlements by importers using the Government's foreign exchange to import goods on the "permissible" list.

THAILAND—Import licenses required for about 35 items; others may be freely imported without license. Validity periods for licenses based on 3 geographic designations, with 6-month period applicable to licenses for imports from Western Hemisphere, Europe, and Australasia.

VIET-NAM, Republic of—Import license necessary. Open general licensing. Exchange permit required but import license carries right to foreign exchange. Import license valid for 2 months from date it is visaed by National Exchange Office for imports from the United States, 6 months for imports from Europe or Africa and 4 months for imports from other sources. Two sources of import financing: AID and Government of Viet-Nam.

AUTOMATIC DATA PROCESSING equipment is exhibited at U.S. Trade Center in Milan. Italy requires import licenses for only a small number of items, and no exchange permits are needed.

NEAR EAST—SOUTH ASIA

ADEN—Neither import nor exchange permit required.

ABU DHABI—Neither import license nor exchange permit required except for alcoholic beverages, which require a license.

AFGHANISTAN—Import license not required for most imports, but declaration or customs permit must be obtained from Afghan border officials or from trade agents abroad. Imports are divided into three groups: 27 prohibited items; 62 items for which the banks may open letters of credit at the bank exchange rate; and all other items, for which exchange must be obtained at higher rates in the free exchange market.

BAHRAIN—Neither import license nor exchange permit required except for alcoholic beverages which requires an import license from the customs authorities.

BURMA—Foreign trade is nationalized. All importing is by Government agencies, mostly through open tenders, although some purchases are by direct negotiation. Foreign exchange allocations not announced publicly. Foreign exchange drawn automatically for authorized imports.

CEYLON—Import license required for all commercial imports other than those by Government departments. Imports subject to quota allocation, and some reserved to public sector. Granting of foreign exchange is not automatic and requires separate and specific approval. Licenses usually valid for 6 months, but may be extended according to merits of individual case.

CYPRUS—Import license required for any im-

IRAN DOES NOT REQUIRE import licenses, but insists on placement with the Central Bank of a 2% deposit, refundable when the goods have cleared customs. Here, visitors at a milk-bottling plant.

ports not included under Open General License. Exchange permit granted automatically for authorized imports.

DUBAI—Neither import license nor exchange permit required except for alcoholic beverages, which require an import license from the customs authorities.

INDIA—Import license required for all goods except Government imports. Licenses usually valid for 1 year. Capital goods licenses may be valid up to 2 years. Exchange permit issued automatically for authorized imports.

IRAN—Import licenses not required. Some commodities, however, require prior Government approval. Additionally, many commodities are "unauthorized" for import. All imports require placement of a 2% deposit with the Central Bank; this deposit is not refundable until the goods have cleared customs. All but essential imports must be financed through letters of credit approved by the Central Bank. Approval is contingent upon placement of advance deposits of 15, 40, or 100% (graduated on the basis of essentiality) of the shipment. Commercial imports are restricted to holders of a "trade card" issued by Tehran Chamber of Commerce.

IRAQ—Import license, issued by the Central Government, and exchange permit, obtained through the Central Bank or nationalized commercial banks, are required for all commercial imports. The importation of jute, sugar, tea, motor vehicles, and pharmaceuticals are a government monopoly. Tires, tubes, batteries, automotive spare parts and certain medical goods have been partially demonopolized, i.e. private importers may now compete with state trading companies for the importation of these goods. Validity period of licenses varies from 6 to 12 months, according to the commodity involved. The Embassy of India in Washington, D.C., currently is handling all validation and documentation requirements for U.S. goods being exported to Iraq.

ISRAEL—About half of imported items do not require licenses. An exchange permit is granted automatically for authorized imports. Licenses are normally valid for 9-12 months.

JORDAN—Import license and exchange permit required for all commercial imports. Licenses normally valid for 6 months but may be extended.

KUWAIT—Commercial imports restricted to holders of Open General License—that is, Kuwait nationals and firms only. Specific licenses required for firearms, munitions, pork, poisons, and alcoholic beverages. No exchange permit required.

LEBANON—Import license not required except for certain commodities likely to compete with local products and certain machinery items. No exchange permit required for any imports.

MUSCAT and OMAN—Neither import license nor exchange permit required.

NEPAL—Import license required for all except Government imports. Exchange permits are issued automatically for authorized imports.

PAKISTAN—Import licenses required for all except Government imports, certain Free List items, and goods imported under export bonus plan. Licenses for most goods are valid for one year, with the condition that only 45% of the value of the license may be utilized within the first 6 months. Exchange permits are issued automatically for authorized imports.

QATAR—Neither import license nor exchange permits are required, except for shipments of alcoholic beverages, which require an import license.

SAUDI ARABIA—Neither import license nor exchange permit required.

SYRIA—Import license and exchange permit are required for most commercial imports. A number of imports are prohibited, or restricted. Additionally, some 54 commodities including tires, tubes, tractors, motor vehicles, tobacco and pharmaceuticals are reserved to State's import company, SIMEX. Private sector import licenses for most commodities contingent upon prepayment of advance deposits of 15, 40, or 70%, graduated on basis of essentiality. Licenses valid for 6 months and under certain conditions may be extended for an additional 3 months. Foreign exchange may be withheld, or allocated on basis of essentiality, as Syria's foreign exchange position requires.

TRUCIAL STATES—Neither import license nor exchange permit required.

TURKEY—Import licenses are required for all imports. For imports of goods on the Free List, a cash guarantee deposit of from 70-100% of the amount of the foreign exchange applied for is required depending upon the priority of the item to be imported. For imports on the Quota List, the guarantee deposit is 30% for importers and 10% for industrialists. Licenses are normally valid for 6 months but may be extended.

UNITED ARAB REPUBLIC—Import license issued by the Import Control Office of the Ministry of Economy and approved by the Plan Committee required for all commercials shipments. All importing limited to government ministries, certain public organizations and companies attached thereto, and eleven Government controlled import companies. The authorization to import issued by the competent ministry suffices as authorization for the bank handling the transaction to draw the exchange from the Central Bank.

YEMEN—Neither import license nor exchange permit required.

WESTERN HEMISPHERE

ARGENTINA—Import license and exchange permit not required; specified motor vehicles are prohibited. Importation of most goods, excepting raw materials and capital goods, requires 40% prior deposit for 180 days. Payments exceeding U.S. $10,000 for capital goods imports must conform to installment financing schedule established by Central Bank.

BARBADOS—Import licenses are required only for plastic containers, flour paste products, fats and oils, feeds and meals, poultry, fish, sugar, artificial sweeteners, all vegetables, milk other than fresh, and certain pharmaceuticals. Licenses are valid for 6 months. Foreign exchange generally available.

BOLIVIA—Import permits required for number of food products (valid for 180 days), chemical products, machinery, and other miscellaneous products. Readily granted for U.S. goods. No exchange controls.

BRAZIL—A new 120-day certificate, termed "guia de importacao", authorizes embarkation abroad of Brazilian imports; closure of general category import exchange contracts will not be required until clearance of the import from local customs. Foreign exchange for imports purchased in free market at rate fixed from time to time by Bank of Brazil.

BRITISH COLONIES, n.e.s.—Import license periodically required for vegetables and flower imports into Bermula. All imports into Bahamas must have import license as a formality. Leeward Islands, Windward Islands, British Honduras, and minor Colonies, Protectorates and Trusteeship Territories do not require import license except on limited list of items such as gold bullion, fireworks and explosives, arms and ammunition, fats and oils, soaps, sugar, rice, eggs, footwear, preserves, and citrus products. Foreign exchange generally available.

CANADA—Import license necessary only for butter; butterfat; cheddar cheese; colby cheese; coffee; dry casein and caseinates;

dried skim milk; wheat oats, and barley and certain processed products of these grains; natural gas; radioactive and fissionable materials, isotopes, and equipment for production, use, or application of atomic energy. Import of acloholic beverages requires Provincial licenses. Used automobiles manufactured before year in which importation is sought, used aircraft, oleomargarine, and butter substitutes and spreads cannot be imported. Licenses valid for 1 to 6 months depending on the product. No exchange permit required.

CHILE—Import registration receipt required and goods not appearing on list of permitted imports are assumed to be prohibited. A number of such prohibited goods are allowed entry into the free port of Arica and Provinces of Magallanes, Aysen, and Chiloe. Most goods are subject to prior deposit in local currency at time of registration, returnable after 90 days on most items. Exchange for imports available at official bankers' rate. Futures available for all goods. Exchange cover not legally available for at least 60 days after date of bill of lading. Exchange permit not required.

COLOMBIA—Prior import registration and license required for all imports. Imports of certain locally-produced and luxury goods prohibited. Prior import deposit, from 1 to 130% of f.o.b. value, prerequisite to registration. Exchange certificates may be purchased upon granting of purchase authorization. Exchange deposit of 95% of f.o.b. value must be made 20 days in advance.

COSTA RICA—The Central Bank will temporarily sell exchange at the official exchange rate for imports on an eligible list, primarily petroleum, machinery and foods; all other transactions are made in the free exchange market. A general system of import licensing does not exist in Costa Rica, but prior registration is necessary for the importation of most pharmaceutical products and prior approval (subject to presentation of a sanitary certificate) is necessary for the importation of foodstuffs, live animals, plants, seeds.

DOMINICAN REPUBLIC—No general system of import licensing. All imports subject to exchange controls imposed by the Central Bank. Luxury type goods granted exchange only when importation is financed by letters of credit. A prior deposit of 40% on luxury items and 20% on other type goods required on all but a few imports. Prepayment of 80% of estimated import duties required on 51 categories of foodstuffs an manufactured consumer goods. Some products are subject to special licensing requirements. Import prohibition imposed until December 31, 1967, on some consumer goods, as well as jukeboxes, billiard tables and balls, car batteries, artificial flowers, wire for electrical use, rubber and neolite soles, sanitary paper napkins and unbleached cotton fabrics. Other consumer goods made subject to import quota until December 31, 1967 of 25% of their valued imported in past 12 months.

ECUADOR—Import license required for virtually all imports. Importation of some luxury items prohibited. Licenses valid for 120 days for imports from Western Hemisphere, longer in special cases. Approved license carries right to foreign exchange. Prior deposit of 50, 70 or 140% of the c.i.f. value collected according to essentiality; 50% group (List I imports) reduced to 25% when imports are financed externally for 180 days to one year, reduced to zero when financed externally for over one year. Another prior deposit is collected in prepayment of import duties, 10% for List I imports, 45% for all others.

EL SALVADOR—Prior approval of Exchange Control Department of Central Bank necessary before placing orders abroad for any kind of goods. These import licenses, for exchange control purposes, granted freely. Exchange for importation of raw materials or goods for use in agriculture, livestock, or industrial production (including construction) will be authorized within 360 days from date of shipment; for other merchandise, 120 days nonextendable.

GUATEMALA—Import license not required except for maps of Guatemala, explosives, poultry, and wheat flour. Exchange permit required but granted freely.

GUYANA—Open General License sufficient for most goods except meats, dairy products, oils and fats, toys and some grains, fruits, vegetables, chemicals and manufactured goods, which require specific licenses. Licenses are valid for seven months. Foreign exchange generally available.

HAITI—Import licenses required for shoe polish, rice, and cotton cloth and its manufactures. Government tobacco monopo'y also controls imports of tobacco, matches, soap, detergents, edible oils, cements, sugar, and some other products. Exchange permits not required.

HONDURAS—Import licenses are not required, but import permits are necessary for pharmaceuticals, arms and ammunition, and the like. Exchange permit not required.

JAMAICA—Import license required on growing list of items including clothing, electrical equipment, fish, poultry, pork, footwear, fats and oils, motor vehicles, plastics, paints, furniture and materials, preserves, light metal, textile manufactures, and household wares. Foreign exchange automatically issued by commercial banks except for items requiring specific import license on which approval must be obtained from Exchange Control Authority.

MEXICO—Import license valid for 90 working days required for extensive list of articles. Exchange permit not required.

NETHERLANDS ANTILLES—Import licenses valid for 6 months required for all goods except a fairly extensive list of commodities for common consumption. No exchange permit required for commodity imports.

NICARAGUA—Imports subject to prior registration, valid for 1 year.

PANAMA—Import permits required for salt, milk and milk products, tomatoes and tomato products, flour, eggs, chickens, certain other agricultural products, cotton plush, various medicinal ointments, wire screen and its substitutes, washing powders and detergents, steel rods and bars, and certain other products. No exchange controls.

PARAGUAY—Import license not required. In addition to basic duties and additional tax for most items, all imports subject to exchange surcharge of 32% of c.i.f. value with the exception of petroleum imports (10%) and wheat and imports included in the LAFTA National Lists (free). Many imports are subject to prior deposit of 100% of f.o.b. value in local currency, returnable after 120 days. Exchange permit not required.

PERU—No exchange restriction affecting imports, and import licenses not required, except on some agricultural products, including livestock and all kinds of meat.

SURINAM—Import licenses, valid for 90 or 180 days, which guarantee access to foreign exchange, required on virtually all items.

TRINIDAD and TOBAGO—List of import restrictions expanding as result of efforts toward self-sufficiency in manufactured goods. Specific import licenses required for large number of commodities, including meat, poultry, cereals, feeds, fruits, fats and oils, crude and partly refined petroleum, soaps and cleansers, tires and tubes, most textile garment and paper products, many furniture items, and selected metal manufactures and appliances. Foreign exchange almost always available, but applications must be made to the Ministry of Finance for all commercial shipments.

URUGUAY—Effective July 17 all import registrations were suspended with the exceptions of items on which LAFTA concessions have been granted, a specified list of goods, mainly essential raw materials needed by industry, and goods to be determined on an ad hoc basis by the government. These severe restrictions are expected to last for about 6 months.

VENEZUELA—Most merchandise may be imported free of licensing restrictions. Licenses are required, however, on most food products and a range of other products which compete with Venezuelan manufactures. Single exchange rate of 4.5 bolivares to $1 applicable to all imports, except powdered skimmed milk and unmilled wheat, which enjoy effective rate of 3.35 bolivares to $1. Exchange permits not required.

COLOMBIAN WORKERS *sort coffee beans. Prior registration and import license are required.*

THIRD FORT WORTH MISSION

Appraises Latin markets

Four members of six-man mission to South America last spring plan return trips

By JOHN F. SPRAGINS, JR.
Mission Director

Any chamber of commerce in the United States would break its neck to land a new industry employing 400 people. Such a facility might produce goods worth $5 million a year. About half of that amount might be paid out in wages to people living in the community.

This money, in its secondary turnover, could give rise to, among other things, $2,840,000 of additional personal income per year for the area, $916,000 in additional bank deposits, 260 other new manufacturing workers, $1,324,000 additional retail sales—based on data presented in *What New Industrial Jobs Mean to a Community*, published by the Chamber of Commerce of the United States.

Though it might be debated whether this example is directly analogous to the results obtained by Fort Worth in its intensified international trade program, this Texas city of some 700,000 recently has generated about $5 million in what may be termed "value added to local business"—roughly equivalent to the economic impact in a year's time of an industry working 400 people.

This new, outside money is the result of industry-organized Government approved trade missions, and Fort Worth is the beneficiary.

Three in a year

Fort Worth has sent three such trade missions into 15 Caribbean and Central and South American countries, all within one 12-month period. A total of 18 Texas business, professional, and cattle men have been involved in these missions sponsored by the Fort Worth Chamber of Commerce and its World Trade Council. Through the guidance of the Bureau of International Commerce in Washington, foreign trade in Fort Worth has, in record time, moved from the realm of casual interest into one of accomplishment and solid results.

Fort Worth's latest IOGA mission, to South America, departed on Feb. 18 and returned March 12. Five key cities—Caracas in Venezuela, Bogota and Cali in Colombia, Guayaquil in Ecuador, and Lima, Peru—were scheduled stops. Three of the mission members also visited Maracaibo.

If Fort Worth's previous successes with two missions to Central America and the Caribbean offer any criterion, the city may look forward to enduring financial rewards from South America. What finally develops will depend in large measure on the follow-up work and trips by individual mission members.

Return trips

Currently, four members of the most recent mission are planning return business trips to South America. As company heads, these men can ill-afford absences from their offices of two to three weeks to go abroad in pursuit of new business unless conditions warrant. In their judgment, South America does warrant the additional time, effort, and expense.

If there is any one "secret" underlying Fort Worth's success in Latin America, it is this follow-up work and visitation pursuant to its missions. There have been 11 such return trips by individual members involved in the Central American and Caribbean missions. Add the possibility of four more return trips by members of the South American mission group, and Fort Worth has a record of 15—all in about 18 months.

The recent mission was comprised of Theodore F. Lange, vice-president of the International Department of the First National Bank of Fort Worth and chairman of the World Trade Council; William F. Sprinkle, partner in the combination export management firm of McGowan, Sprinkle, & Brown and vice chairman of the World Trade Council; T. W. Moore, president of Fort Worth Tower Co., engaged in design, construction, and maintenance of microwave, television, AM/FM radio towers, and related equipment; J. Paul Thomas, president of Thomas Conveyor Co., Inc., manufacturers of helicoid screw conveyors and storage bins; Robert E. Richards, director of sales and purchasing, Marti Electronics Co. of Cleburne, manufacturers of broadcast quality remote pick-up equipment and studio transmitter links; and John F. Spragins, Jr., Director of the Fort Worth Chamber's World Trade Council.

The findings of the mission members, in each of the key cities, are summarized below:

CARACAS

Ted Lange, the banker, encountered considerable optimism for increased industrialization in Venezuela. This, he feels, will give rise to new demands for medium- or long-term capital which virtually is unobtainable from the Venezuela banking industry. It appears to Lange that small and medium-size U.S. banks would do well to alert themselves to opportunities under the Foreign Credit Insurance Association and bank guarantees. Large U.S. banks already are actively involved in the Venezuela economy through long-term direct loans or equity positions.

In general, Lange looks with considerable favor on the future of the developing Venezuela economy, provided a politically stable climate can be achieved and maintained. He describes the market as one that is more mature than ever before and recommends that it be approached with the same careful analysis applied to a new U.S. market.

Combination export manager William Sprinkle, a veteran Latin American business traveler, says that Venezuela trade opportunities appear unlimited. He notes that many of the larger companies in Caracas handle numerous lines of products; thus, the ideal arrangement lies in doing business with U.S. combination export manager firms. The Caracas businessman insists on doing buisness in his own way, Sprinkle observes, and is eager to patronize U.S. firms willing to go along. Failure to furnish prompt quotations is one of the major criticisms of American firms.

The Fort Worth CEM sees a brisk demand for bulk-food items, specialized feed products, and construction equipment. He foresees a booming market for U.S. firms able to furnish equipment and technical assistance in the development of Venezuela's natural resources. Efforts along those lines are being made by the Venezuela Government. Financially, Venezuela appears stable, he says. Most

of the businessmen he encountered give the impression of having adequate operating capital available to them for normal requirements, but they consistently ask for and expect long-term financing.

Optimism shared

T. W. Moore of Fort Worth Tower Co. is encouraged with the generally optimistic attitude of most of his Caracas contacts. He reports that all but one shared that optimism, which he credits to generally healthy economic and business conditions. A few of his contacts did express some disatisfaction with particular Venezuela government policies.

Moore reports that the market for his products is good. He recommends licensing or joint venture arrangements in view of current Venezuela duties on imported towers (one bolivar per kilo on all steel structures). Moore investigated a number of possible licensees in Caracas and narrowed his selection to one well-known firm he is in the process of licensing.

Long-term appraisal

Robert Richards of Marti Electronics says that it was not his intent to consummate on-the-spot sales or even immediate future sales, nor is his company primarily concerned with the sale of radio and television broadcast equipment which is its principal product. "Rather", he says, "we were and are looking at new markets, specifically in telecommunications. My company is of the opinion that a vast potential exists in our field, both in Central and South America. Our primary concern is to plan our company growth in the next several years in the light of what I learned about our markets in South America."

Richards reports that telecommunications in Venezuela are still in their infancy. He expects activity to increase substantially in the next two years. His equipment, he notes, generally is regarded as "somewhat too sophisticated for the average Venezuela dealer", but he was in touch with several companies who have experienced and capable engineering and sales personnel.

Like others in the Fort Worth contingent, Richard's interest in Venezuela centers on local manufacture; thus licensing arrangements or joint ventures offer the best possibilities. Richards also is impressed with the overall optimism of the private business sector. He did encounter some dissatisfaction on the part of native and foreign businessmen regarding the high cost of labor, stringent labor laws, and recently-enacted Social Security laws; however, all the companies Richards visited seem to be prospering.

AT NATIONAL FISHERIES INSTITUTE in Guayaquil, several members of Fort Worth mission observed marine research. L. to r., mission members Thomas, Spragins, Lange; Charles Prindeville, Jr., Commercial Officer, U.S. Consulate; Jose Zapatier, Institute's chief of administration; mission member Sprinkle.

The radio and television industry is expected to be upgraded in the near future with the advent of FM. There is a strong desire to improve programming and, as FM becomes more accepted, it will force improvement of AM facilities.

Richards regards Venezuela as a strategic point for the export of his products throughout Latin America and the United States. Any U.S. company in his line of business will require local representation, espeically in dealings with government. Richards plans to appoint a Venezuela dealer.

Sales potential

Paul Thomas, Thomas Conveyor Co., had eight business contacts in Caracas. Of these, he reports only one expressing pessimism of any kind and only one failing to show interest in his products.

Thomas expects to name one of his contacts as agent for his company, as he finds it "absolutely necessary" in order to do business in Venezuela. It is his opinion that a great future sales potential exists for Thomas equipment, particularly in the agricultural industry. Thomas anticipates a considerable volume of business from Venezuela.

Members of the mission generally agree that the Venezuela economy is strong, that good market potential exists, and that Venezuela businessmen probably are the most sophisticated of all those with whom they dealt.

BOGOTA AND CALI

Although Colombia is still beset by financial problems brought on by an acute imbalance of payments last year, international assistance has made possible some relaxation of the Government's stringent licensing controls. Despite this easing, U.S. sales are expected to be about 15 to 20% lower than last year.

Lange's advice to U.S. bankers: Small and medium-sized banks will have to wait for opportunities in Colombia.

Sprinkle, the CEM, appraises the situation in much the same vein. "The demand for American-made products is there", he says, "but so are the obstacles!" Although Colombia has potential, especially for U.S. joint ventures, Sprinkle thinks there will be some delay before conditions improve sufficiently to attract widespread U.S. interest.

Moore finds much interest in his products in Colombia, especially his company's marketing techniques. Concrete opportunities have been lessened by import and currency restrictions, but Moore plans to maintain contact with his prospects.

Richards finds Colombia far less de-

veloped and stable than Venezuela. But, because of Colombia's topography, he thinks his company's line of telecommunications lends itself more readily to Colombia than to Venezuela. He expects rapid telecommunication development in the next five to eight years upon completion of the main trunk line under the contract recently awarded to Nippon Electric of Japan. While he recognizes many future opportunities in telecommunications in Colombia, he thinks they will have to await economic stability. Once these conditions have abated, Richards recommends establishment of local business connections.

Biggest obstacle

Thomas reports along the same lines: "Currency restrictions in Colombia are the biggest obstacle to doing business there." A market for his products exists, he says, but "we're unable to tap it". He found one company in Bogota which manufactures sectional flights for screw conveyors and another which wants to import stainless steel flighting which is not made in Colombia.

The markets for Fort Worth products are there, or could be in time. But, because of Government restrictions, opportunities currently are limited.

GUAYAQUIL

Guayaquil "comes on slow", but when it does, it "comes on strong!" It is the industrial and business city of Ecuador, while Quito is the seat of Government.

Open sea transportation and cheap labor are noticed immediately, as is the hot, almost debilitating equatorial climate. It is a "three suit, five shirt a day" city; but the businessmen are keenly interested in and alert to new business opportunities. The U.S. businessman is graciously received—often sought out.

Nearly every consumer good is needed. Engineering and marketing know-how are underdeveloped. The principal export is bananas, on which the economy is based. Other raw materials are available, but have not been developed. This market appears wide open on a small scale for most U.S. products.

These are the words of banker Lange.

Sprinkle finds the local businessman receptive to the idea of dealing with an export manager. He finds most business houses in Guayaquil representing and handling numerous items because of the country's limited market. As in Venezuela, the Ecuadoran businessman complains about the failure of U.S. businessmen to reply to inquiries and to provide service.

Items in hottest demand, according to Sprinkle: Bulk food items and equipment to produce the same—he says these are "drastically" needed; and a shrimp processing plant, about 25 new shrimp boats, and development of markets for shrimp. "Ecuador has vast shrimping potential," he says, "but it lacks technical knowledge and wherewithal."

Most businessmen, Sprinkle observes, give the impression of having adequate capital available to them for normal requirements. Major projects, such as development of shrimp industry, will require heavy outlays of foreign capital.

In telecommunications, both Fort Worth Tower Co. and Marti Electronics evoked much interest. Ecuador remains underdeveloped in the field, but Guayaquil businessmen are making serious efforts to improve the situation.

Thomas finds no existing market for the screw conveyor in the Guayaquil area. His contacts are interested only in belt and gravity roll conveyors which his company does not manufacture. However, he foresees opportunity for future applications of screw conveyors as the Ecuadoran agricultural industry advances, particularly in grain storage. Although he was unable to do any business for himself, Thomas did uncover the need for a feed mill with a daily output capacity of 50 to 60 tons. He has communicated with one of his own U.S. customers who builds packaged feed mills. Results are pending.

Guayaquil is the fountainhead for the country's business activity. Its businessmen are aggressive and eager to buy from the United States those commodities for which a need exists. Due to the country's limited but growing economy, these demands are not large, but they are expected to increase steadily in keeping with purchasing power. U.S. companies desiring to sell in South America will do well to look at Ecuador. In doing so, they should ascertain which products are in most demand before embarking on a concentrated sales effort there.

LIMA

World traveler Lange describes Lima as one of South America's most beautiful cities. On the arid slopes of the Pacific side of the Andes, it enjoys a mild Mediterranean-type climate which adds to its appeal to the U.S. tourist. Tourist business is booming and facilities are at a premium.

Essentially, Peru's economy is based on 12 major export items which make it less vulnerable to severe fluctuations. World price variances, Fort Worth's banker notes, rarely affect all of Peru's 12 major export items at the same time; thus, it enjoys something of a built-in stabilizer.

New domestic markets will be developed in Peru as soon as its highway system is pushed across the Andes to the Amazon side where a new highway is to be built the length of the country. It is to be connected to the Pacific side by three major mountain passes.

"Peruvian banks and bankers are modern and advanced in their methods and procedures," says Lange. He readily detected the influence of major U.S. banks and feels this will be conducive to opportunities for smaller U.S. banks in the future.

"Combination export managers," Sprinkle reports, "will find Peru highly receptive to doing business with them." The Peruvian businessman sees the advantage of dealing with CEM's over their present practice of buying direct from manufacturers on a piecemeal basis at higher costs than normal U.S. domestic prices.

Factories needed

Sprinkle says Peru offers opportunities for new factories. He held discussions with a number of Lima businessmen and developers who appear ready to enter into feasibility studies for complete factory installations. He thinks food and food producing equipment are especially needed now. Competition from Europe is keen as a result of the U.S. businessman's indifference, he notes.

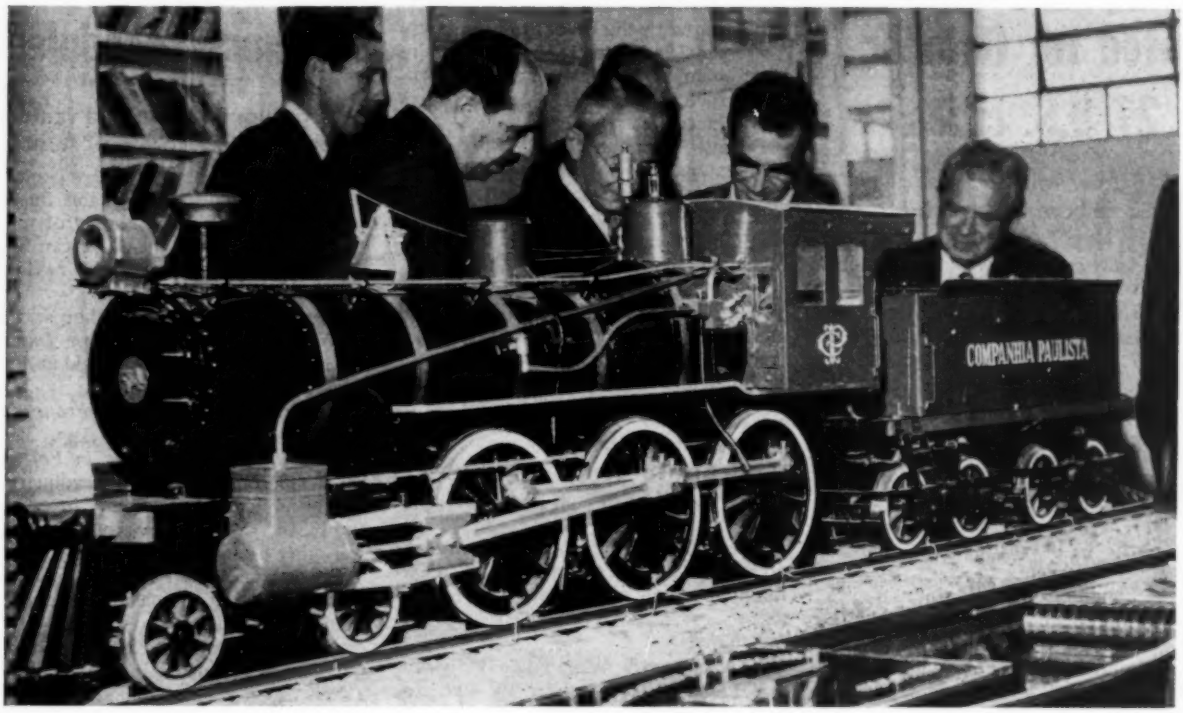
Thomas terms Lima and Peru his best prospect for business in South America. He has consummated a licensing arrangement under which sectional flights will be manufactured in Lima.

With an expanding economy, stable political conditions, and growing domestic markets, Peru should command the attention of American businessmen. It has made impressive gains already in the development of new industry. Others are certain to follow. Peruvian business and government people appear ready and willing to do what they must to bring in new industry.

Fort Worth businessmen have made the industry-organized Government-approved mission the vehicle by which the ice has been broken in Latin American markets —to make the right contacts and to come away with the business. For Fort Worth, it's the only way to go into a new, strange, foreign market.

the author

John Spragins is director of research and assistant in the Industrial Development Department of the Fort Worth Chamber of Commerce, as well as serving as director of its World Trade Council.



A 24-hour inspection of main line followed the mini look-see pictured above, as several U.S. executives rolled through Brazil's State of Sao Paulo earlier this summer.

At the request of the State's Secretary of Transport, and approved by the U.S. Department of Commerce as an industry-organized Government-approved trade mission, a group of railway experts traveled to South America in June to study a four-year rehabilitation plan prepared by the Engineering Department of the Paulista, Sao Paulo's principal railroad.

Commending the Paulista Company's Board of Directors for putting forward such a plan, the mission after three days of talks and observation recommended that immediate priority be given to planned track work and line improvement, that steam locomotives and wooden passenger cars be retired as quickly as possible, and that steps be taken toward continuity of management and solving the problem of excess personnel.

In addition, the mission recommended that Company management seek outside help—from experienced persons in the United States—for a market analysis in depth, to gauge the traffic potential. Any major program for acquisition of new equipment, the visitors agreed, should be postponed for the present.

Among other recommendations, the mission suggested that consideration be given to treatment of wooden ties with creosote; that, although electrified sections should not be abandoned, further electrification should not be considered as diesel power is more flexible; that some diesel repair shops be relocated as planned; that office organization and facilities be improved; and that management of a group of forest reserves, now under the Company but not a related activity, be transferred to the State Government.

The mission, in reporting to the Company directors, the State Governor, and Federal authorities, said that Sao Paulo could not develop and expand at the desired speed unless the railroads, and particularly the Paulista, are modernized along the lines outlined by the plan. Federal transportation officials expressed the hope that the work of the mission could be expanded to cover other Brazilian railroads.

Current annual reports of all major U.S. railroads have been sent to the management for review, and railroad periodicals will be mailed on a regular basis.

Thomas R. Rudel, president of the Rudel Machinery Co., was the mission's leader. Other members were Raymond A. Frick, vice president, Abex Corp.; Morris Goldstein, partner, Francis I. duPont & Co.; Covington Hardee, general counsel, Union Pacific Railroad Co.; Wayne A. Johnston, chairman, Board of Directors, Illinois Central Railroad; William F. Lewis, president, Alco Division, Worthington Corp.; and D. E. Smucker, vice president for operations, Pennsylvania Railroad Co.

Foreign trade tests slated for October in 27 U.S. cities

ASIE exams will also be given in U.S. Embassy in London

The American Society of International Executives will conduct the eighth in its series of semi-annual qualification exams for career foreign trade personnel in at least 27 U.S. cities and London this October.

Examinations will be given for: Certified Documentary Specialist (CDS), Certified Asst. Export Manager (CAEM), Certified International Traffic Manager (CITM) and Qualified Export Manager (QEM). There may also be an exam for Certified International Executive—Freight Forwarder.

The London exam will be administered in the U.S. Embassy on Oct. 20. The following day, tests will be given from 9 a.m. until noon in the following U.S. cities: Atlanta, Boston, Buffalo, Chicago, Cleveland, Dallas, Denver, Detroit, Houston, Indianapolis, Kansas City, Los Angeles, Miami, Milwaukee, Minneapolis, New York, Philadelphia, Pittsburgh, Portland (Ore.), Richmond, Rochester, St. Louis, San Francisco, Seattle, Toledo, Washington, D.C. and San Juan, Puerto Rico.

Other cities will be added as required.

For information on eligibility and for study materials, **write:** American Society of International Executives, Sheraton Hotel, 17th & John F. Kennedy Blvd., Philadelphia, Pa. 19103.

U.S.-Malawi investment guaranty agreement signed

With Malawi's recent approval of an AID-sponsored Investment Guaranty Agreement, U.S. private investment can now be insured in this southern African republic against inconvertibility of local currencies and loss due to expropriation, war, revolution and insurrection. U.S. investors may also receive protection against those extended risks which involve all normal business risks.

Malawi, which becomes the thirty-third African country to enact such an agreement, offers opportunities in the development of industries to process agricultural products, manufacture consumer goods and produce paper and paper products.

The Malawi Government, whose approval must be obtained for all projects to be insured by the Investment Guaranty Agreement, has expressed a strong desire for foreign capital investment. To promote such investment, Malawi offers liberal incentives.

Detailed information on the use of investment guaranty protection in Malawi may be obtained from the Office ot Private Enterprise, Investment Guaranties Division, Agency for International Development, Washington, D.C. 20523.

General economic and commercial information on Malawi is available from the Africa Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Agriculture drops minimum price on PL480 rice exports

The U.S. Dept. of Agriculture has announced that the establishing of maximum prices on sales of rice for foreign currencies is being suspended until further notice.

This action is being taken to permit rice to move freely under PL-480 programs at prevailing market prices, which are generally higher than U.S. support prices at present, and permit returns to producers in line with free market prices. It is not anticipated that it will be necessary to restore the system of maximum prices as long as export subsidy rates for rice remain at zero.

Suppliers sales prices will continue to be reviewed by the Office of the General Sales Manager, Foreign Agricultural Service, to determine that they do not exceed the prevailing range of export market prices.

CLARIFICATION ON KOREA

In the special report on the U.S. Private Investment and Trade Exporatory Mission to Korea, carried in the Aug. 7 issue of INTERNATIONAL COMMERCE, two photograph captions require clarification.

On page 8, the oil refinery pictured was built by Fluor Corp. under contract. The refinery is owned by Korea Oil Corp. in which the Korean Government has a 75% interest and Gulf Oil Corp. a 25% interest. On page 9, in the caption over the photograph of Daihan Heavy Industrial Corp., the integrated iron and steel plant mentioned is scheduled to be constructed under Korea's second 5-year economic development plan (1967-71).

International trade seminars scheduled

AMA groups to cover joint ventures, outlook in EEC, Portugal, Australia

Several briefing sessions and international work shops on a variety of topics are being planned by the American Management Association over the next few weeks.

From Aug. 21-23 a workshop seminar on *Negotiating and Operating International Joint Ventures* will be held at AMA headquarters in New York.

Operating Successfully in France will be discussed at a seminar Aug. 23-25, and *Business Opportunities in Portugal,* Sept. 6-8, both at AMA headquarters. Background of the economy, investment and business climate, marketing practices and other topics will be reviewed.

For international managers, company personnel going abroad, and overseas trainees, an orientation seminar on the growing importance of regional coordination also is planned there for Sept. 6-8. To be called *International Regional Coordinator,* the meeting will cover information on hiring Americans and nationals, on overseas marketing and manufacturing, and international financing.

On Sept. 11-13, two meetings are planned: at the Americana Hotel, *Doing Business in and with Australia,* for which a panel will discuss problems of U.S. companies now doing business in Australia; and, at AMA, *The European Economic Community—Its Current Business Climate,* designed for international executives and managers whose companies are presently operating, or expect to operate, in the EEC.

A seminar on *International Long-range Planning* at AMA offices Sept. 18-20 will feature an intensive working project session where registrants will discuss techniques.

For more information **write:** The American Management Association, 135 West 50th St., New York, N.Y. 10020.

U.K. MACHINE TOOLS TO RUSSIA

The USSR recently ordered $28.3 million worth of British machine tools for Soviet automotive and machine tool plants. The deliveries, scheduled over the next two and a half years, amount to more than twice the value of all British machine tool exports to Russia from 1964 through 1966.

U.S. computer show set to highball through expanding British markets

Success of two past locally-mounted Trade Center exhibitions leads to unique train promotion of compact data equipment

Another in a series of export promotion firsts for the London Trade Center will occur next January and February. An exhibition of U.S. compact computers will be held at the Center Jan. 16-19, 1968, and following the London show, the exhibits will be installed in a special train which will visit four other United Kingdom cities for three-day shows during the weeks after the London exhibition.

Stops after London will be made at Birmingham, Jan. 25-27; Manchester, Jan. 29-31; Newcastle, Feb. 1-3, and Glasgow, Feb. 5-7. Each stop will be treated as a separate show, with a distinct market development campaign aimed at each region.

The train-mounted traveling show will be the first of its kind in the Trade Center program. The entire promotion is being staged as a follow-up to the success of two locally-mounted computer shows at the London Center last December and again this past March.

The December show featured desk-top computers and calculators, and the seven British agents of U.S. firms in the show estimated that they would net sales of $875,000 as a result of the show.

At London in March of this year, another seven agents representing 15 American manufacturers of computers and peripheral equipment sold $60,000 in equipment during the exhibition, and projected twelve-month sales of over $1.3 million.

Following the first of the two local shows, Trade Center Director Donald S. Kilby said, "The size of the market that exists in Britain for this type of equipment is undoubted. We had all kinds of people, from small theater booking agencies to major manufacturing organizations and insurance companies lining up to examine the machines we had to offer."

Attendance at the December show totaled nearly 800 potential buyers, with 1000 members of the trade coming to the later computer exhibition.

Up to now an estimated 90% of the computers sold in the United Kingdom have been of the data processing variety.

There is a growing use of process control computers, and as of 1965 the U.K. accounted for more than 10% of all the world's on-line process control computers.

The upcoming special exhibition will include desk-top computers and calculators, small engineering and scientific computers, data gathering equipment such as data logging devices, liquid scintillators, x-y plotters, digital voltmeters, visual output devices, and special output printers. Large size computers are specifically excluded from the scope of the show.

A real area of future sales growth is scientific and engineering computers. Britain is currently spending $2.1 billion each year on research and development, more than all six present members of the European Economic Community combined.

The train carrying the exhibition around England and Scotland will be made up of seven cars—four exhibition cars, one combination hospitality car-business information office, one regular coach, and one combination baggage car-coach.

The Trade Center show will be limited to the space available on the train, which accommodates 20-22 firms. Two company representatives will accompany each exhibit on the trip, along with Commerce Department staff officials.

For more information about participation in the train show, contact Robert D. Clark, Bureau of International Commerce (Code 932), U.S. Department of Commerce, Washington, D.C. 20230, or telephone Area Code 202, WOrth 7-5506.

AMA seminar to study foreign patent strategy

A workshop seminar on Foreign Patent Strategy and Procedures is slated for the American Management Association's (AMA) New York headquarters Aug. 21-23.

Discussions will cover such topics as: bases for foreign patent operations; differences from U.S. patent practices and protection; litigation abroad; using patent programs for protecting foreign markets; foreign taxes and patent costs, and the advantages and disadvantages of internal and external staffs.

Write: American Management Assn., 135 West 50th St., New York, N.Y. 10020.

Popular London show tops Center capacity

New hotel ballroom to be used to house exhibits of over 50 firms

For the first time in the history of the U.S. Trade Center program, a show has proved so popular with U.S. firms that a separate and larger exhibition area has been obtained to stage the show. Over 50 U.S. companies—twice as many as the London Trade Center can accommodate—have signed up to participate in the show of electronic production equipment, scheduled for Nov. 7-16.

As a result of this unprecedented popularity, the grand ballroom of London's newest hotel, the Royal Lancaster, will be used as the Trade Center for the show, so that all participants may exhibit in the same location. The ballroom has over 9600 square feet of floor space.

The enthusiastic response to the show by U.S. companies is due to the rapidly mounting demand in the United Kingdom and in Continental Europe for electronic instruments. Within two weeks of the first announcement of the exhibition, nearly 40 American manufacturers had signed up to participate.

Twenty exhibitors in the show have said that they will demonstrate entirely new items in their equipment lines. About one-third of the firms in the show will be either new to the British market or new to exporting altogether.

In addition to providing much more room, the hotel facilities to be used for the exhibition also offer greater latitude in size and weight limitations of equipment to be displayed than does the Trade Center. Machines at the show are expected to run from 10 to 3500 pounds.

One smaller firm in the show, Hull Corp., Hatboro, Pa., has increased its total annual sales tenfold to a 1966 total of $6 million during the past decade, and in the four or five years since entering exporting, has seen the export share of its sales rise to 10% in 1966. The company attributes much of its success in overseas marketing to participation in Commerce Department trade shows.

Market data available

New listing contains 367 reports from specialists abroad available to U.S. firms

The Foreign Market Report Service has announced the availability of 367 more special reports submitted by U.S. commercial personnel overseas. These reports cover trade prospects for individual commodities throughout the world. These listings appear regularly in INTERNATIONAL COMMERCE as new reports become available for sale. Earlier listings appeared in the April 17, May 15, June 12 and July 24 issues. The reports vary in length from one to 87 pages.

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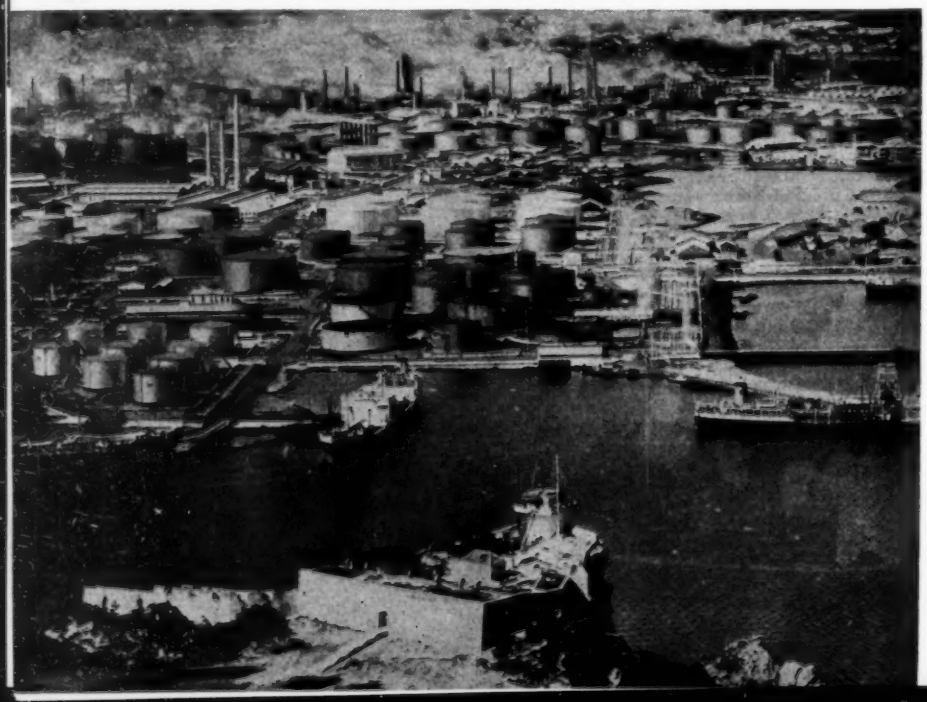

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SPECIAL REPORTS (EXPORT MARKET GUIDES)

The following reports are available, on request, and at no charge, from the Commercial Intelligence Division, Bureau of International Commerce, Washington, D.C. 20230.

282—**Italian** Market Expands—Plastics Materials and Processing Equipment

353—**Thai** Mines Swell Output—Mining Equipment

355—**Swedish** Chemical Industry Expands—Chemical Processing Equipment

358—**Japan:** Laundry Equipment Needed—Commercial Laundry and Drycleaning Equipment and Supplies

367—**Swedish** Needs Expanding—Electronic Components

367n—**U.K.** Electronics Expanding—Miniature and Microminiature Electronic Components

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Door-to-door selling in **France** in 1966 had a turnover of some $560 million—twice that of mail-order sales. Among leading companies are Singer, Electrolux and Avon Cosmetics. . . . Construction of a polyethylene bag plant operated by Ajin Chemical Company in Pusan, **Korea** was completed last month. The new facility, a 50-50 joint venture between Yujin Chemical Industrial Co. and Gulf Oil Corp., which invested $500,000, will produce 20 million polyethylene bags annually for use in the fertilizer industry. Control Data Corp., a U.S. electronics firm, has received **Korean** Government approval to go ahead with a $500,000 investment in a plant to manufacture memory cores for control data systems. The **Korea** Signetics Co., a wholly-owned subsidiary of Signetics Corp. of the United States, dedicated its electronics plant in Seoul June 22. This plant was the first established in Korea in its field with private American investment. Capitalized at $1.7 million, the plant will produce 750,000 integrated circuits monthly for export only. . . . Official statistics indicate that in the first six months of 1967, **Spain's** imports fell 4% to $1,817.8 million from the same period last year ($1,893.1 million); of the total, $295 million or 16.2% was supplied by the United States, ($338 million and 17.9% in 1966). From January to June, Spanish exports rose to $664.6 million, an 11.3% increase over last year ($597.2 million). Sales to the U.S. amounted to $90.2 million, or 13.6% of the total ($63.8 million and 10.7% in 1966). . . . The Spanish Ministry of Information and Tourism recently announced that six million tourists visited **Spain** in the first half of 1967, nearly 6% more than in the same period last year.

Building boom in Taiwan

Market for construction equipment, both building and civil, expands in Republic of China

Although the market for light construction equipment in the Republic of China (Taiwan) is still somewhat limited because of low labor costs, the need for more high-rise buildings and large civil projects all indicate a growing and potentially significant market for heavier construction equipment.

Because wages for unskilled labor range from $0.75 to $1 per day, most construction in Taiwan is still done by hand. Moreover, permissive laws on entry into the construction business have created a plethora of small contractors who are unable to amass the capital to purchase heavy machinery.

The prime market for construction machinery is therefore limited to a handful of government agencies and private contractors: the Taiwan Highway Bureau, the Water Conservancy Bureau, the Harbor Bureaus, and two semi-private construction firms, BES Engineering Corporation (BES) and the Retired Servicemen Engineering Agency (RSEA).

MODEL HOUSE UNITS attract coal workers' families during housing demonstration near Taipei.

Taiwan has been enjoying an impressive building boom over the last few years, with the volume of construction for 1966 rising 60% above that for 1965, which in turn was 206% above that of the preceding year. The current outlook is for the market for construction equipment to expand over the next two or three years as the pace of construction forces more contractors to modernize their operations.

Taiwan's market for construction equipment may be broken down into two areas: building construction and civil construction.

Modernization lags

Despite rapid industrial and agricultural progress, the modernization of Taiwan's cities has lagged behind, and vast amounts of capital improvements are now required in order to catch up and serve the needs of growing urban populations. Open sewers are still common in all cities, and sewage systems and treatment plants are an urgent requirement. Modernization of water treatment, traffic control and firefighting equipment is also very necessary.

These needs have been recognized by all responsible officials in Taiwan, and efforts are now being made to raise funds for improvements through taxation and

both internal and external borrowing. The city of Taipei (1.2 million) has just been raised to the status of a special municipality, which, in practical terms, means it will now receive a larger share of government tax revenues than previously. Thus the catching-up process will probably proceed faster in Taipei than elsewhere. Other large cities are Kaohsiung (566,000), Tainan (387,000), Taichung (350,000), and Keelung (270,000).

New floorspace

In 1966, 2.9 million square meters of new building floorspace was constructed in Taiwan. About 60% of the buildings are brick, three or four stories in height. Reinforced concrete accounts for 35% of new construction, and the rest is primarily wood. American manufacturers of equipment for city use should direct their sales literature and inquiries to appropriate city officials.

At the present time there are immediate opportunities in the building sector for the sale of small rotary mixers, air compressors, dump trucks, concrete vibrators, jackhammers, rotary mix trucks, rock drills, and rotary transit mixers.

Over the next three years certain other equipment will come into increasing demand, primarily as a result of a switch into high-rise construction. With one of Asia's highest per capita incomes and a GNP increasing at 9.3% (real terms) per annum over the past eight years, Taiwan is enjoying a large industrial boom and concurrent urbanization. City land prices are rising, causing both office and apartment buildings to increase in height. In such cases lifting and other machinery is competitive with hand labor. Contractors' specifications and deadlines are being made more stringent, and these are requirements which can best be met by the use of machinery.

In this context immediate sales promotion should be commenced by manufacturers of stationary tower cranes, mobile tower cranes, stone crushers, aggregators, batching machinery, equipment for manufacturing concrete pipe, heavy duty cranes, and premix concrete plants.

Opportunities in the civil construction field are generally more promising than in the building construction field because the business entities in this area have adequate financial strength to buy moderate amounts of machinery.

Although highly developed by Asian standards, the Chinese Government is keenly aware that the infrastructure needs further improvement. Many projects calling for construction machinery are in progress or in the planning stage.

Presently two large dams are under construction: the Tsengwen Dam and the Lower Tachien Dam. A 200-mile limited-access highway from one end of the island to the other will be started in three years, and the main railway line will be double-tracked over 70 miles. Recently, plans for the construction of 125 miles of railway through rugged mountainous country to the eastern coast were released. Construction of this railway, which includes ten miles of tunnels, will begin in 1969.

SHEN AO THERMAL POWER PLANT is under construction near the northern port of Keelung. The Government also plans a new port facility at Keelung, with 40-50 berths and massive sea walls.

Taiwan's two main harbors are being actively expanded to cope with its booming foreign trade, and another totally new harbor is in the planning stage. The island's largest harbor at Kaohsiung is now being trebled in capacity and ultimately will total 66 berths. At the other large harbor of Keelung, four berths are currently under construction and several more are planned. The new port facility as planned will be a huge project of 40 to 50 berths projecting into the sea, which will necessitate massive sea-walls to protect it from the weather.

Specific demands

These and other projects have given rise to the following specific demands for civil construction machinery: road scrapers, asphalt-laying machinery, sheepsfoot rollers, road rollers, vibratory compactors, sheet piling, concrete prestressing equipment, bulldozers, dumptrucks, jackhammers, air compressors, tunneling equipment, pile drivers, pay loaders, skip hoists, and conveyor belts.

This list is by no means exhaustive. Other needs may arise and existing fleets of equipment must eventually be replaced. One indication of continuing needs can be seen from the purchases of some of the large contractors and government agencies over the past few years. In addition to the equipment listed above, these purchases include concrete pavers, winches, dredging shovels, steam shovels, wobble rollers, motorized graders, fork lifts, flat bed trailers, and a concrete block-making machine.

Minimal restrictions

Taiwan imported nearly $3 million worth of construction equipment in 1965, of which $1.2 million was supplied by the United States. Since there is no competitive domestic industry in Taiwan, and since the Taiwan Provincial Government is one of the prime importers of construction machinery, restrictions on the importation of such equipment are minimal. All conveying, lifting, excavating and road construction machinery and parts are on the "permissible" list of imports, and may therefore be imported without limitation to quantity.

A complete survey entitled *Taiwan Market for Private and Civil Construction Machinery* has been prepared by the U.S. Embassy in Taipei, and is available for purchase at $1.50 through the Clearinghouse for Federal Scientific and Technical Information, U.S. Department of Commerce, Springfield, Virginia, 22151. This report includes a complete list of private and government buyers and agents, as well as an inventory of the major equipment items presently in use by major contractors and government agencies in Taiwan. The reference number for this report is DIB-67-2170.

Copper cushions Zambia

Mineral wealth eases jolt of Rhodesia breakaway; foreign trade being reoriented

Of all the developments arising from Southern Rhodesia's Unilateral Declaration of Independence (UDI) in November of 1965, perhaps one of the most remarkable will be the impetus it has given to the economic growth of Zambia.

Copper-rich Zambia's strong opposition to the circumstances under which Rhodesia made its political break-away has caused the country to move decisively toward implementation of its two major independence goals:

- Translating national wealth into national prosperity by using copper revenues to benefit the whole nation; and
- re-orienting the economy away from traditional ties in southern Africa to worldwide markets and transportation links with independent African nations to the north.

Although independence was achieved less than three years ago, movement toward achievement of these objectives has been energetic. Apart from the subsistence sector which has been only slightly stirred by the post-independence boom, all economic indicators point to better living for more and more people.

The gross national product (GNP) rose from $586.3 million in 1964 to $779.5 million in 1965, while the gross domestic product (GDP) showed a similar jump, rising from $657.4 million to $857.6 million over the same period. Similar or higher growth rates in these categories more than likely occurred last year and will extend into 1967.

Financial strength

This financial strength is reflected not only in the 1966 balance of payments, which yielded a surplus on current account of $117.6 million, but in most major sectors of the economy. Construction was 1966's leading growth sector. Total value rose from $37.2 million in 1964, to $58 million in 1965, with $60.2 million recorded by the end of September 1966. All indicators show this trend has continued, if not accelerated, during the rest of 1966 and into the first quarter of 1967.

The same situation of accelerated growth exists in the general category of services, while mining has remained on a somewhat more even pattern, and agriculture has declined slightly. Agriculture's bright spot has been corn production, where a tripling in African production over the past three years has more than made up for the decline in European production.

However, the other major crop, tobacco, is showing signs of stagnation as many European farmers are simply maintaining current production at best while others are cutting back. Hope for increased future production rests in a government-sponsored campaign to foster the growth of African tobacco output.

Rapid economic growth, coupled with the outstanding advantage of an employment-providing, wealth-producing copper industry, is not without its problems, however. The current cost-price squeeze facing the copper industry and growing inflation are two considerations, not strictly of a developmental nature, which must be coped with in order to permit expanded development.

High levels of copper production and sales at a reasonable price have made copper the key to government revenue. Of the government's budget estimate of $344.4 million in revenue for the current year, approximately $235.2 million, or 68% is made up of copper royalties and export and company profits taxes on copper.

Zambia, which has profited from the copper boom of the last three years, is now facing falling copper prices. Coupled with a drop in the price of copper is the dramatic rise in the costs of production, so that the industry's 1966 year-end average cost per ton was about $512. A further cost increase is expected in 1967 as the full effects of the more expensive transport system, by routes other than Rhodesian, are felt over the full year.

The Zambian copper industry, therefore, is entering a period of financial readjustments as costs rise and sales price declines.

Although this could trim revenue, probably only the capability to build up additional reserves will suffer. More-than-adequate resources will remain to pay all recurrent expenditures, plus developmental expenditures.

Inflation, too, has resulted from this period of economic change. Augmented by transportation problems since UDI, supplies of goods have become restricted and productivity has shown a marginal increase while wages and government and private capital expenditures have soared. The problem is recognized, however,

Slowdown measures

Among the tentative measures instituted to halt its growth have been: raising the interest rate from 6½% to 7%; expanding the Government's price control administration; increasing indirect luxury taxes, and introducing a compulsory savings scheme combined with social security.

Effective credit control by the Bank of Zambia, the central bank, is difficult, given the highly underlent situation of the commercial banks whose loans have only within the past few months risen from 35% to 40% of available loan capital. However, the banks' lending position may be so changed by mid-1968, as the Zambian boom continues, that the central bank will be in a position to exercise an effective restraining influence if needed.

Overall, Zambia is experiencing inflationary pressures at an acceptable level, given the growing nature of the economy and the fundamental shortages of skilled manpower, construction capacity and wholesale supply inventories. The annual rate of inflation is currently estimated at 6-8% and should not increase much above that level in the next few years, barring developments such as an accelerated demand for wage increases.

Physical problems facing the country include limited transportation routes and potentially insufficient power. Kariba

To build railway workshop

Tender documents and drawings for Zambia's new railways workshop will be available in the near future. The main workshop, scheduled for construction southeast of Broken Hill by mid-1969 at a cost of $8.4 million, will enable the recently formed Zambia Railways to maintain and repair its equipment. All such repairs were formerly undertaken in Bulawayo, Rhodesia.

Interested U.S. bidders should watch the World Trade Opportunities section of *International Commerce* for notice of publication of the tender and drawings.

Dam's first stage power plant (Kariba I), which is Zambia's principal source of electricity, was built on the south bank of the Zambezi River in Rhodesia—to supply both countries. Original plans called for the building of Kariba II on the Zambian north bank, but as joint operation of such facilities is no longer acceptable to Zambia, plans have been resurrected to build a similar project at Kafue in order to avoid a power gap by 1970. Preliminary proposals for construction and financing of the first phase of this project, estimated at $103.6 million (see INTERNATIONAL COMMERCE of May 22, 1967), are now being studied by the Zambian Government.

Although plans for the construction of the proposed Tanzania-Zambia Railroad have been hindered by lack of financing, Zambia's highway transportation problems are becoming more and more a matter of technical implementation. The policy to re-orient her main arteries to the coast through Tanzania and Malawi, via the Great North and Great East Roads, respecively, was made in late 1965 and early 1966; completion of the actual work remains the major problem.

Probably the most serious problem taking form at the moment is the financial drain of operating the jointly-owned Rhodesia Railways without the former large copper shipments, now substantially diverted to other railroads or transportation means.

The current freight rate structure is based upon high charges for transporting copper, which subsidizes all other rail services. With the implementation of the alternative routes program and consequent diversion of copper exports, Rhodesia Railways revenues have failed to equal expenditures.

Separating ownership

The situation has been particularly serious for the southern section (Rhodesia), since the northern part in Zambia had accumulated a financial reserve in early 1966 when it refused to transmit copper shipment payments to the Railway's main office in Rhodesia. Plans to separate ownership and management responsibility of this organization in the near future, however, should alleviate much of this financial burden on Zambia (See box item on page 22).

As a result of the changes since independence in 1964 as well as the attempts to cope with the problems thrust upon Zambia, certain basic alterations in the character of the Zambian economy have begun to appear. The country's foreign trade pattern in 1966 already reflects a substantial switch from traditional import markets. Rhodesian imports dropped by one-third, while total imports rose by $40 million to $344 million.

ZAMBIAN COPPER MINERS head home at the end of a shift in the Roan Antelope Mine. (UN Photo)

Government policy, which uses its licensing system to cut out southern African sources as rapidly as alternative sources of supply and transport become available, will accelerate the shift in 1967 and 1968.

In this connection, the U.S. Trade and Investment Mission which visited Zambia in February brought back opportunities in practically every major area of the market, affording U.S. businessmen the chance to increase this country's sales in Zambia's lucrative market. U.S. exports to Zambia totaled $37 million in 1966.

To promote investment in Zambia, the Government's Industrial Development Corporation is providing joint-venture opportunities with private firms in order to promote industrial growth in vital sectors of the economy, as identified in the country's "Pioneer Industries Act." Results are already appearing in the cement, sugar, transport, and hotel industries under this program; contracts have recently been let for construction of a textile mill and a fertilizer plant.

Alongside this government-sponsored activity, there is also a rapid expansion in private light industry, largely in response to Zambian desires to become self-sufficient. It is particularly noticeable in the clothing field, but extends to such items as radios and phonographs, which a U.S. firm has recently started to produce.

Under the terms of the National Development Plan, covering the four-year period from 1966-70, proliferation of industrial activities is expected. This is to be accomplished by using the major existing industrial operation, copper, as the funding source for country-wide economic growth. It is too early to estimate how successful the Plan will be; implementation has just begun, but it appears to have a reasonable chance for success despite the problems of future uncertainties inherent in any major economic development program.

These plans, the energetic economic activity and an overall pragmatic attitude have added up to an encouraging 1966, the first full year of the ever-present dilemma posed by Rhodesia's UDI.

Although Zambia remains to a large degree economically tied to the south, no reasonable observer could have expected a break of this magnitude to be accomplished in one, two or even three years. More importantly, progress in Zambia's own development and industrial reorientation shows signs of accelerating.

French government stresses price stability as economic expansion slows down

Current practices for establishing U.S. firms in France remain liberal despite some policy aspects favoring French national industries

French economic expansion registered a further slowdown during the second quarter. Industrial production was down, the trade balance was precarious, unemployment was on the upswing, and new investment has remained sluggish. However, price increases have been quite modest.

While the Government recently took certain limited steps to boost the economy, notably in construction and investment in depressed areas, official policy remains cautious about reorienting economic policy in order to sustain a high growth rate. The Government thus remains more concerned with maintaining price stability and protecting the balance of payments equilibrium.

Officials blame the current slowdown on a weakness in foreign demand for French products, and prefer not to overcompensate with domestic stimulants while awaiting upswings in major French markets abroad.

Against this background, the Government intends to push forward with major social and industrial reforms which are manifestly unpopular with both workers and management. Finishing touches are being put on new laws which will:

- Increase social security contributions;
- Trim social security benefits;
- Establish a system of employee participation in the ownership of firms representing a large portion of French industry.

Added to the recent increases in transport and some public utility charges, the net impact of these measures on the economy is expected to be somewhat deflationary, and they are likely to provoke considerable unrest among all groups affected.

Finally, French farmers are becoming increasingly dissatisfied with their slow income growth rate, and face further profit squeezes as production costs increase and the European Economic Community moves toward universal prices. They will particularly feel the effects of falling German prices which will substantially reduce windfall profit margins for French exporters.

While certain aspects of French policy which favor the development of French national industries are cause for some concern to American-owned companies, the current practice regarding establishment of U.S. firms in France remains quite liberal.

The Government is also taking various cautious steps to improve the operation of the French capital market, which has been decidedly weak and narrow during the past six months.

The outlook for U.S. exports to France for the remainder of the year remains fair, with the annual total surpassing last year thanks to a strong first half.

The strong second quarter recovery appears to have produced a moderate surplus in the French balance of payments for the first six months of 1967. However, the balance is not likely to finish the year at better than equilibrium or a slight surplus.

The French have purchased no gold from the U.S. since last October.

Dominican Republic tries austerity policy to counteract balance-of-payments deficit

Imports from U.S. should remain high, despite some restrictions; investment opportunities increasing due to development efforts

The Dominican government, which has survived its crucial first year in office with relative economic and political stability, recently reconfirmed its basic policy of economic growth balanced by austerity. In view of the large projected 1967 balance-of-payments deficit, which could jeopardize all economic activity if unchecked, the austerity approach has been amplified with new import restrictions and buttressed with indefinite freezes on public and private wages and salaries.

With the pre-1965 inflationary tendencies curbed by Government policies, the GNP has been climbing steadily back to the previous high of $953 million achieved in 1964. This level hopefully may be surpassed in 1968.

The Dominican Republic's economic recovery has been strongly abetted by foreign financial and technical assistance, particularly from the United States. Its economic growth measures will continue to require large assists from abroad. The country's development, in large measure, is agriculture-oriented, with the heaviest investment necessary in infrastructure and human capital to increase production and marketing of diversified agricultural products for both domestic consumption and export. Private investment in agriculture and manufacturing is also growing as credit becomes increasingly available (largely from official foreign sources).

This emphasis on economic growth is leading to changes in the composition of Dominican imports and exports, with a rising percentage of imports accounted for by capital and intermediate goods. Proportionately, exports are moving slowly away from the traditional export crops of sugar, coffee, cacoa and tobacco.

Mass unemployment remains a big problem, and a potential threat to stability. Thus far economic recovery and development have made only small inroads.

The general implications of these trends for the United States are:

- Close U.S. economic relations with the Dominican Republic will continue, with trade and assistance remaining at high levels.
- Economic interchanges between the Dominican Republic and Puerto Rico are likely to expand widely.
- Demonstrated political and economic stability improves the investment climate and enables the United States to change its assistance efforts from emergency to long-term development projects.
- Imports from the United States should remain high, although new import restrictions during the remainder of 1967 may reduce certain categories.
- Development efforts will increase investment opportunities and import demand, particularly for capital and intermediate goods and consulting services.

Copies of the full semi-annual Economic Trends Report from which this telegraphic summary was prepared will be available for $1.50 from the Clearinghouse for Federal Scientific and Technical Information, Springfield, Va. 22151, in three weeks.

New U.S.-French income tax convention reflects changed tax structure, new legislation

New accord replaces all or part of four earlier agreements; taxes on dividends, and interest cut; double taxation ended

A convention between the United States and France with respect to taxes on income and property was signed in Paris on July 28.

The new agreement was made necessary by fundamental changes made in 1965 in the French income tax structure and reflects changes made in United States law by the Foreign Investors Tax Act of 1966. It also reflects developments in recent years in standardizing international tax relationships as a result of the work of the Fiscal Committee of the Organization for Economic Cooperation and Development (OECD).

Upon entry into force, this convention will replace the existing income tax convention of July 25, 1939 and will replace, so far as they concern taxes on income, capital, and stock exchange transactions, the double taxation convention of October 18, 1946, the supplementary protocol of May 17, 1948, and the supplementary convention of June 22, 1956.

Terms defined

The convention contains articles specifying the taxes to which it relates, defining various terms found in the convention, prescribing rules relating to exemptions or credits (subject to certain conditions or limitations) with respect to various types of income, and dealing with mutual exchange of information and other administrative procedures.

The accord contains new provisions dealing with items of investment income. Dividends received by a United States company from a French subsidiary will be subject to tax at a 5% rate instead of the 15% rate applicable under the existing convention. For this purpose, a parent-subsidiary relationship exists when 10% of the shares of a corporation paying a dividend are owned by the recipient corporation. Portfolio investors will continue to be subject to the 15% rate.

Provision is also made for refund of the prepayment of tax required by the 1965 French tax law.

Interest income, which is subject to a 15% tax rate in the source country under the existing convention, will be subject to tax at a 10% tax rate under the new convention.

Royalties, which are now exempt from tax in the source country, will be subject to a 5% tax, but copyright royalties will continue to be exempt from tax.

Capital gains derived in one country by a resident of the other continue to be exempt from tax, except in the case of gains on real estate and in certain other cases.

The convention adopts a definition of "permanent establishment" similar to that contained in the OECD model convention. In addition, it provides that an insurance company in one country which insures risks in the other country through an agent of independent status will not be considered as having a permanent establishment in such other country. The existing convention is silent on this point.

Industrial or commercial profits earned by a resident of one country will be taxable in the other country only if the profits are attributable to a permanent establishment maintained by such resident in the other country. Industrial and commercial profits are defined to include rentals from the distribution of motion picture films.

Double taxation is eliminated by the U.S. allowing a credit for taxes levied by France. France, on the other hand, will exempt from tax some items of income received by its taxpayers from the United States. For other items of income, France will allow a credit for United States tax imposed, but not in excess of the French tax on such income.

Taxpayers receiving income from real property may elect to be taxed on a net basis. This provision is similar to the election afforded unilaterally to nonresident aliens by the Foreign Investors Tax Act of 1966. France also has agreed to waive its tax on imputed income based on the rental value of property in certain cases where a United States resident owns property in France.

The administrative provisions of the convention include a mutual agreement procedure whereby the authorities of both countries will seek to reach agreement on various tax problems, including the uniform allocation of income between related companies and a uniform determination of the source of particular types of income, and those authorities are authorized to give effect to such agreements by making appropriate refunds or allowing appropriate tax credits.

Geographical coverage of the convention is extended to "Metropolitan France and the Overseas departments (Guadeloupe, Guyane, Martinique, and Reunion)" and may, pursuant to a specified procedure, be extended to French overseas territories.

The convention will take effect with respect to withholding taxes one month after the exchange of instruments of ratification. It will be effective with respect to all other income taxes in the case of the United States for taxable years beginning on or after January 1, 1967, and in the case of France for the assessment year 1967.

The accord may be terminated by either party by a notice of denunciation through diplomatic channels at least six months before the end of any calendar year after 1969.

The convention will be submitted to the United States Senate for advice and consent to ratification.

$108 million sale to Pakistan will help private businesses

The U.S. Department of Agriculture has announced a Public Law 480 agreement with Pakistan providing for the sale of $108.9 million worth of U.S. agricultural commodities.

This is the first PL-480 agreement with Pakistan under which payment will be partly on credit terms. Negotiated under Title I of the law, the agreement provides that $23.4 million be paid in convertible local currency credit and $85.5 million in Pakistani rupees.

The agreement provides that 5% of the local currency be set aside for loans to private Pakistani and U.S. firms.

Ghana to import $20 million worth of commodities from U.S. firms

Purchases to be made with AID loan include motor vehicles and parts, plastic raw materials, textile products, farm machinery

The United States Government recently granted a $20 million loan to Ghana which will be used for the purchase of U.S. commodities. The loan is part of a continuing program of support to assist Ghana, a country in West Africa richly endowed with natural resources and having a market of about eight million people.

The $20 million loan is the first U.S. commodity import loan extended to Ghana. It will be used for the purchase of U.S. products, including motor vehicles and parts, plastic raw materials, textile products, seeds, dried and condensed milk, chemical products, feeds, fodder, industrial and agricultural machinery and equipment, DDT and other pesticides, iron and steel products, tires, tubes, vaccines and fertilizers.

The new Ghanaian Government is concentrating its efforts on resolving that country's economic and financial problems which had reached crisis proportions at the time of the overthrow of the previous government in February of last year.

Monetary policies

To re-establish a sound and viable economy the country has temporarily adopted austere fiscal and monetary policies in line with International Monetary Fund and World Bank recommendations.

These measures include a sharp reduction of current Ghanaian Government expenditures, the establishment of credit ceilings for the banking system and a ban on new supplier credits and other forms of deficit financing, a transfer of the state-owned enterprises to the private sector, a tightening up on licensing imports and a debt-rescheduling with Ghana's creditor nations.

The Ghanaian Government is currently seeking capital assistance from governments of Western Europe to rectify its payments deficit calculated at over $100 mililon in 1967. The United States Commodity Import Loan together with assistance from other Western donors and the International Monetary Fund will help the government in maintaining its planned level of importation in 1967 at roughly $400 million and in Ghana's self-help measures to stabilize the economy.

The loan will be disbursed in two allotments of $10 million each. The second $10 mililon will follow a general review of Ghana's economic situation and self-help efforts and the contributions by other donors.

Procurement requirements arising from the $20-million loan are announced to the American business community through AID's Small Business Circulars. U.S. firms may have their names placed on the mailing list for these circulars by completing an application form available either from the Exporters Service Branch, Office of Small Business, AID, Washington, D.C. 20523, or from the Field Offices of the Department of Commerce. Interested U.S. firms should indicate those product categories in which they are interested.

AID's daily Small Business Circulars are based on sub-authorizations issued to importers by foreign governments. They contain information on specific product requirements for which interested U.S. firms may submit offers directly to overseas buyers.

Once on the mailing list, a U.S. firm will also receive Office of Small Business Memos covering AID procurement regulations and policy changes and Procurement Information Bulletins containing information of a general nature on AID-financed trade opportunities. Selected procurement requirements are also published in the Department of Commerce Daily Bulletin.

U.S. firms that have franchise distributors in Ghana have a special advantage in that these distributors can often obtain information on specific opportunities in time to enable them and their U.S. principals to make a strong bid for potential business and also have the benefit of on-the-spot sales promotion of their products.

Where direct supplier-distributor relationships exist the Small Business notification is not always required. U.S. firms can apply on behalf of the importer-distributor for a special waiver of AID notification requirements by writing to AID's Office of Small Business. The waiver applies only on sales to the distributor, however, and not to sales to end-users by the U.S. firm, even if the latter sales have been negotiated by the distributor.

Commerce revises export controls on some shipments

Licensing rules for nonferrous metals tightened; some exports to East Germany are liberalized

The Department of Commerce has made a series of changes in export control regulations, tightening the licensing requirements on a worldwide basis for certain nonferrous metals, and relaxing the rules for shipments to East Germany of a variety of chemical products, some instrumentation, and other commodities.

Validated licenses now will be required to export certain artificial graphite refractory products and all finished and unfinished forms of nonferrous alloys containing 5% or more boron to all countries except Canada.

The validated license requirement also will apply to the export to any country of vibration testing equipment providing a thrust of 2,000 pounds or less. Equipment providing a thrust greater than 2,000 pounds already is subject to this requirement.

Export of irradiated polyolefin sheeting to Poland (including Danzig) and Rumania also will be subject to the validated license requirement.

A validated license is no longer required for export to East Germany of: regenerated cellulose, except rayon; hardened proteins; modified natural resins, ester gum, and chemical derivatives of natural rubber; ammonium alginate; certain insecticides, fungicides and disinfectants; gluten and gluten flour; certain wood and resin-based chemical products; animal black, except activated; and certain measuring and checking instruments.

The changes were announced in Current Export Bulletin 954 of Aug. 4.

Copies of the Current Export Bulletin are available at 25 cents each in Room 6043, Department of Commerce Building, Washington, D.C., or from any Commerce Department Field Office.

Dominican Republic tightens controls on merchandise imports

Restrictive measures enacted to improve balance of payments situation affects wide range of items

The Dominican Republic Monetary Board instituted new restrictions on merchandise imports in order to deal with a serious balance-of-payments situation developing for 1967. These new measures, announced in a Central Bank Notice to Importers, dated July 10, are as follows:

The list of items which can be imported only under prepaid letters-of-credit is expanded to include such items as glass and crystals for household and commercial use; toys; alcoholic beverages; smoked or dried fish; prepared cereals; and evaporated or condensed milk. Imports of buses and trucks require a simple letter-of-credit (not prepaid).

The previous Central Bank discretionary authority to exempt certain textile imports from prepaid letter-of-requirements, provided the merchandise was to be used by national industry either as raw material or for packaging, is revoked.

The measure prohibiting the importation of certain goods until Dec. 21 affects automobiles with FOB value of over $2,000, a wide range of food items and household goods, many of which are produced locally, and a smaller number of other manufactured goods, such as car batteries, electrical wire, jukeboxes.

Foreign exchange quotas are imposed until Dec. 31, so as to limit importers of specific items to 25% of the foreign exchange total granted during the previous 12 months period.

Subject to these exchange quotas are all products for which letter-of credit financing is required, including most electrical appliances and consumer durables, used stoves, used refrigerators and freezers, numerous food items, all motor vehicles not included on prohibited list, and numerous other articles, such as watches, furniture, plastic items, and paints.

However, imports of the above will be authorized entry provided they were loaded for shipment prior to July 14 or, in the case of prohibited items, if they were covered by letters of credit dated prior to July 10.

Holders of *Foreign Trade Regulations of the Dominican Republic*, OBR 66-90, December 1966, should note the above changes in the Non-Tariff Import Controls section, page 4.

Argentina eases some tax burdens

Benefits designed to encourage investments in industry, farms

To encourage investment in productive enterprises, Argentina approved on June 30 Law No. 17,330 which adjusts the effects of various previous laws on taxation. The new law was issued particularly to aid investments in industry and agriculture and to reduce the costs of borrowing money and of foreign exchange operations.

With respect to specified investments between June 1, 1967 and Dec. 31, 1968, Law 17,330 permits a 100% deduction from taxable income for machinery and equipment used directly in industrial production and for a specified list of materials and equipment used in agriculture, such as tractors, pumps, and barbed wire. These materials and equipment must be new, of Argentine origin, and acquired over the specified 19-month period. These deductions cannot exceed 60% of the taxable profit calculated without these deductions. Excess credit can be applied to the following two or previous two fiscal periods.

Other aids to agriculture and livestock operations include:

- Liberalization of the deduction on steer sales.
- 100% deduction on the increase in value of holdings of cattle and swine breeding stock if maintained for three years.
- Special deductions related to employment of technical experts and to the use of pesticides.

A 100% deduction on wine storage facilities also is allowed.

The new law abolishes the 2% emergency tax on loans which was established last March.

Interest paid on foreign loans to finance imports of industrial equipment is exempted. The deduction for costs (without supporting documentation) of financial loans and of payments for technical aid is raised from 10% to 50%.

Loan copies of the Spanish text of Law 17,330 as published in the July 10 issue of Argentina's *Boletin Oficial* are available in the American Republics Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

South Africa to control location of new investment

The South African Government has passed legislation, officially entitled the "Physical Planning and Utilization of Resources Bill," which will require the prior written approval of the Minister of Planning before a new factory can be erected, or before new plant capacity can be added to an existing enterprise.

The objective of this bill is to foster increased decentralization of industry throughout the country by channeling the location of industry into specifically designated areas. South Africa's Minister of Planning will consider such factors as the availability of labor, housing, water, and other relevant criteria in his decision in withholding or granting approval of an application to construct a new factory or extend existing capacity.

Prior to the enactment of this bill, the South African Government relied on a system of incentives, such as tax and wage benefits, transportation concessions, and inexpensive water and power supplies, to attract industry to the so-called "border areas," which are basically government-approved industrial areas close to various tribal homelands.

Under this new legislation, however, any person who fails to comply with the provisions of the bill for obtaining the written approval of the Ministry of Planning prior to industrial expansion will be subject on conviction to a fine or imprisonment.

Spain reduces tariff rates on imported components for capital equipment to stimulate output

Licensing of foreign technology to Spanish firms to be facilitated with inauguration of new system

In order to stimulate the production of capital goods in Spain, the Spanish Government recently announced the inauguration of a new system granting special tariff benefits on imported components and parts to manufacturers of most types of this equipment.

One effect of the decree will be to expand the present concept of "national production" to include goods manufactured with both domestic and imported components. It is also intended to facilitate the licensing of foreign technology to Spanish firms.

Under the new decree, and upon proper application, the tariff on imported components and parts is reduced by 95%, when these are to be incorporated into domestically-produced capital equipment. These benefits will be granted for five years, with the possibility of a renewal for no more than another five years.

Imports of fully-built equipment may be eligible for reduced duty rates only if there is no domestic production of such equipment, including production based on domestically-produced and imported components.

Once these tariff reductions have been authorized, and once production has commenced, tariff benefits on similar fully-built equipment will no longer be available under other Government programs such as the Development Plan, the Refrigeration Network, Preferential Firms in Agriculture or Industry, and the Petroleum Law.

Capital goods needed

The decree is applicable to the following items: steam generators, turbines, electrical generators and components for electric power plants, machinery and equipment for metallurgical, cement, and paper plants, materials-handling machinery, earth-moving and other heavy machinery, railroad equipment, dumpers, tractors, machine tools, electronic equipment and any other types of capital equipment.

Requests for these benefits may be made by Government agencies or interested firms; authorization will be announced by Government decree after application has been made through various agencies and upon recommendation and advice of the Ministries of Commerce and Industry. The decree will specify the percentage of domestically-produced components which must be used in the manufacture of the item.

If reduced tariff rates are granted for components of goods, which at present may be imported fully-built at reduced rates (for example, those capital goods listed in the special appendix to the customs tariff schedule—see INTERNATIONAL COMMERCE, Dec. 13, 1965), then the tariff on the fully-built item will simultaneously be raised to its original level.

Customs clearance of the goods will be temporary and will not be considered final until the Directorate of Customs has been assured that the imported components have actually been utilized in the manufacture of capital goods. Failure to comply with the implementing decree granting these benefits will be considered as a tax fraud by the Directorate of Customs.

This decree was published in the Official Gazette (*Boletin Oficial del Estado*) of July 7.

Turkey announces import program for July-December

Turkey's recently announced import program for July-December 1967 contains no major departures from the pattern set in the January-June program, as reported in INTERNATIONAL COMMERCE on Feb. 20.

As is the usual practice, certain items were removed from the import lists as they became available from local production, while other items have been shifted from the liberalized list (i.e., licensing without quantitative ceilings) to the quota list.

The new program does not call for any reduction, however, in the $800 million import total for the year set forth in the January program.

Information on the treatment of specific commodities may be obtained from the Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Venezuelan importers advised to request customs category

The Venezuelan Director of Customs recently recommended that U.S. firms routinely advise their Venezuelan importers to request a definitive customs classification for the initial shipment of all goods from the Customs Classification Committee (Comite de Clasificacion Arancelaria) of the Bureau of Customs, Ministry of Finance.

The procedure involved is not costly; is relatively prompt; and is based upon a petition for classification accompanied by a sample and/or full description of the product.

Classification decisions of the Committee are binding upon all Customs officials in Venezuela and may be changed only by a subsequent reversal by the Committee or the office of the Director of Customs.

Without such a central classification, local Customs inspectors have the authority to classify incoming merchandise as they see fit and are not bound by previous decisions of any other Customs House official.

This situation could lead to a change in classification and resultant import duties for the same product from one shipment to another.

Bolivia reduces tariff duties on motor vehicles

Decree No. 08030 of July 5 provides for reductions of Bolivian import duties on motor vehicles. The reductions range from a token 4% on certain utility vehicles to a substantial 25% on light passenger cars.

Duty rates on most types of buses, trucks, and special purpose vehicles were not changed.

Information on the new duty rates can be obtained from the American Republics Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Philippines' letter of credit requirement is modified further

June 26 shipping deadline dropped; consulates no longer need letters of credit before issuing invoices

On July 14 the Philippine Central Bank modified its requirement for letters of credit on all shipments to the Philippines. Under the revised regulations, capital goods purchased under contracts dated June 26 or before may now be imported without covering letters of credit, no matter when shipped.

Formerly, as reported in the July 31 issue of INTERNATIONAL COMMERCE, only shipments which had left their ports of origin before June 26 were exempt. In addition, for capital goods guaranteed by the National Investment and Development Corporation or the Development Bank of the Philippines, only that part of the price due within 180 days need be covered by a letter of credit.

Imports under Public Law 480 are exempt from the requirement for advance deposits on opening new letters of credit. A full listing of all those goods earlier exempted from the advance deposit requirement appeared in the Aug. 7 issue of INTERNATIONAL COMMERCE.

Since the Philippine Consulates would have difficulty dealing with all exemptions occurring under the new letter of credit requirement, they have been relieved of the obligation to require letters of credit before issuing consular invoices. Although this should ease the clearance of documents through the Philippine Consulates, shippers should assure themselves that letters of credit are obtained if the exemptions described above do not apply, since these requirements will be enforced at the Philippine port of arrival.

These changes should be noted in the section on Non-Tariff Import Trade Controls in the Overseas Business Report 63-138, "Foreign Trade Regulations of the Philippines."

Turkey cuts currency import limit from 500 to 100 lira

The Turkish Government announced July 15 a series of measures aimed at reducing its persistent balance of payments deficit. The maximum amount of Turkish currency which may be carried into the country by a tourist has been cut to TL 100 from the former limit of TL 500, and the amount which may be taken out has been reduced from TL 200 to TL 100 (TL 9 = U.S. $1). However, additional amounts may be withdrawn if the tourist has exchanged foreign currency for more than TL 100.

Another limitation was placed on the value of Turkish goods which the tourist may take out of the country. He may now leave with only TL 2,000 worth of articles —as opposed to the former TL 5,000— unless he can show that he has exchanged foreign currency in an amount equivalent to the cost of the purchased goods. Commercial banks and all major hotels are authorized to exchange currency and to furnish receipts acceptable to the control authorities.

Uganda to establish social security system

The Government of Uganda has introduced legislation to establish a national Social Security System covering employees between the ages of 16 and 65.

To finance the program, employers will be required to match employees' contributions amounting to 5% of wages, the combined amount not to exceed a monthly maximum of 80 shillings ($11.20). All contributions will be credited to workers' accounts in a Social Security Fund.

Under the terms of the bill, members will be entitled to payment at 65 while retired members may draw benefits at 60. Provision is also made for disability and survival benefits and emigration grants.

It is anticipated that the bill will be passed during the current session of the National Assembly and that implementation of the program may begin within the ensuing six months. Approximately 200,000 workers, or over four-fifths of Uganda's monetary sector employment, will receive coverage under the bill initially.

For further information on employment practices in Uganda, and Kenya and Tanzania as well, consult the Department of Commerce publication, "Establishing A Business in East Africa," OBR 66-93, which may be ordered from any Department of Commerce Field Office or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Travel ban dropped for Algeria, Libya, Sudan

United States passports are now valid, without special endorsement, for travel of American citizens to Algeria, Libya, and the Sudan.

Travel restrictions remain in effect, however, for five countries in the Middle East: Iraq, Jordan, the Syrian Arab Republic, the United Arab Republic and Yemen. In accordance with existing regulations, validations for travel to these countries will be granted to persons whose travel may be regarded as being in the interest of the United States. These restrictions will be lifted as soon as conditions warrant.

On July 10, the Department removed the ban on American travel to Lebanon. Earlier, on June 21, the ban was removed on American travel to Israel, Kuwait, Morocco, Saudi Arabia and Tunisia.

El Salvador tourist industry promoted

El Salvador's Tourist Industry Development Law, Legislative Decree No. 367, effective Aug. 1, is designed to promote the tourist industry by providing special benefits to enterprises which establish tourist facilities in the country. The benefits included under the law are:

- Duty free importation of construction and maintenance materials, machinery, equipment, furniture, utensils, etc., needed for the installation and maintenance of services. To qualify for duty-free importation, the products must be indispensable for the promotion of tourism and not produced in any Central American country in adequate quantities, prices or quality. Benefits are forbidden to any enterprise in which any foreign government or government entity has an interest.
- Exemptions from national and municipal taxes on the capital invested and income derived from the enterprise for periods of five to ten years.

To receive the benefits of this law, an enterprise must belong to the National Tourist System, be passed upon by the Tourist Institute (which is the coordinating entity of the Tourist System), and receive its concession contract from the Ministry of Industry.

This law repeals the Hotel Industry Development Law, Legislative Decree No. 1039, of 1953.

U.S. links sought by Nigerian firms for builders' items

Business leader schedules visit to U.S. to discuss proposals

Joint venture and licensing arrangements are sought by a prominent Nigerian businessman in wood, rubber and metal based small-scale industries. Manufacture in Nigeria of such builders' supplies as window screens and venetian blinds indicate the type of products in which interest is shown.

President of Nigeria's Ibadan Chamber of Commerce for the past five years, Managing Director of a firm of chemists and member of the Board of Directors of five other Nigerian firms interested in negotiating licensing or joint venture agreements with U.S. companies, Mr. O. I. Akinkugbe would like to discuss details or concrete proposals with U.S. firms interested in securing Nigerian licenses or joint venture partners.

Mr. Akinkugbe is scheduled to arrive in New York for a five to nine day visit on Aug. 18. Firms interested in arranging appointments with him should at once **write:** Mr. O. I. Akinkugbe, c/o Mr. V. O. Awosika, Nigerian Mission to the United Nations, 20th Floor, 757 Third Ave., New York, N.Y., 10017. Mr. Akinkugbe's Nigerian address is: Managing Director, Palm Chemists, P.O. Box 1319, Ibadan, Nigeria.

Dutch firm wants to make cutting, penetrating oils

A manufacturer of lubricating oils and greases is interested in a license and/or an exclusive distribution agreement to produce such special types of oils for the automotive field as cutting, cooling and penetrating oils, and cleaning preparations for heavy industry. The Dutch concern's present product line includes rust preventives, brake fluids, and antifreeze.

The firm's manufacturing facilities cover a 17,000 square meter area and 7,000 square meters are available for expansion. Reportedly, the company utilizes modern equipment in the manufacture of greases and blending of oils, and has up-to-date filling and storage facilities. It was founded in 1924 and has approximately 120 employees. The firm's products are claimed to be well known on the Belgium and the Netherlands markets and are widely advertised.

To obtain additional details, **write:** Beverol Fabrieken N.V., 28-32 Pijpkade, Beverwijk, The Netherlands. WTD.

British firm seeks licensing agreement

A Yorkshire designer and manufacturer of such metal products as heat exchangers, pressure vessels, pumps and valves for the chemical, oil, gas and food industries seeks a licensing agreement with a U.S. firm. The British company is particularly interested in making products which are basically compatible with its present operation. These could include plate type heat exchangers to supplement its own shell and tube exchangers and pumps and valves made of unusual materials.

The British company specializes in the manufacture of products involving the use of more expensive metals. The firm has experience working with mild steel, various stainless steels, the whole range of nickel bearing alloys, aluminum, zirconium and tantalum. Also, the Yorkshire concern says it is probably the leading company in the U.K. engaged in the welding and fabrication of titanium.

Manufacturing facilities are available to handle products ranging from a few ounces in weight up to 15-ton units. Production equipment includes a comprehensive group of machine tools, hydraulic presses, fusion and resistance welding machinery and heat and X-ray facilities.

Although the Yorkshire firm utilizes numerous agents to distribute its products in Europe, the major part of its sales are in the U.K. This market is serviced by a team of four technical sales representatives. The British company says it works closely with chemical manufacturers and engineering contractors.

Interested U.S. companies can obtain additional information by contacting: J. R. Bramah & Co. Ltd., Holbrook Works, Halfway, Sheffield, Yorkshire, England. WTD.

Promising pineapple venture cited in Liberian report

Project requires $1.2 million investment, technical expertise

A 1,000-acre pineapple plantation and cannery complex in Liberia would prove to be a profitable investment according to a prefeasibility study prepared by the Liberian Development Corp.

The report, "Pineapple Cultivation and Canning in Liberia", estimates that a $1.2 million investment would be necessary for the project. It is emphasized that the study is for use by an established food processor with technical expertise and developed markets for pineapples and pineapple products.

The report states that if the pineapples could be grown for less than 2¢ a lb., the fresh fruit, juice, and slices could compete on the world market.

Pineapples currently grown on a quasi-commercial basis in Liberia wholesale at between 3 and 4¢ a lb. It is reported that considerable quantities remain unsold at these prices and that guaranteed sale by local farmers of their entire crop to a cannery would probably lower the price to the required level and supplement a plantation's own supply.

Temperature, rainfall and soil conditions are said to be suitable for commercial growing of the fruit. Good quality pineapples are reportedly grown locally using no modern techniques. Land, power, and roads are said to be readily available, though significant amounts of basic facilities such as access roads, housing, school, and expatriate management personnel would have to be provided.

In addition to 33 pages of text, lengthy appendices in the study give capital requirements, market potential, profit and loss forecasts, rainfall and temperature summaries and other useful information. It is reported that the Liberian Government will grant a full range of incentives for the project including customs and tax exemptions.

To obtain a copy of the report and additional information, interested U.S. firms should **write:** The Liberian Development Corp. and the Checchi and Co. Contract Group, Monrovia, Liberia.

Income-producing projects in Singapore open to development by private firms

Incentives offered under urban renewal program include property tax concessions and reductions of normal assessments for 20 years

Certain income-producing projects will be turned over to private firms which successfully bid for 99-year lease Singapore Government owned sites under the country's rapidly progressing urban renewal program.

Advantages offered developers include acquisition of encumbrance-free land ready for development upon a 20% downpayment with the balance interest free and payable over ten years; already prepared architect's plans which can be modified by developers; and such property tax concessions as a tax-free period during construction and a reduction of the normal assessment from 36% to 12% for a 20-year period.

Singapore's Housing and Development Board has initially put up for bids 14 projects in four areas. They include six hotels with shopping centers, a floating restaurant, an exhibition center, three apartment buildings, a multi-story car parking facility with shops and restaurant, an office building and an amusement center to include facilities for bowling and ice-skating, a small theatre, shops and a coffee-shop. The amusement center may be of particular interest to U.S. development firms because of its substantial potential for revenue and the opportunity for supplying U.S. equipment.

Closing date for bids is Oct. 16. A Developer's Packet for each of the 14 projects can be obtained for $44 per project. This includes air-mail postage to the United States. To obtain full details of this opportunity including a brochure describing each of the 14 projects in detail, **write:** Urban Renewal Dept., Housing and Development Board, P.O. Box 702, Singapore 1, Singapore.

Commerce making new survey of direct U.S. investments abroad

The Office of Business Economics of the United States Department of Commerce is making a new survey of American direct investments abroad. The last survey covered the year 1957 when such investments had a book value of about $25 billion, and produced incomes of about $2.5 billion. Since that time both investments and incomes have approximately doubled in value.

The information sought is important both to the Government and to private business. It will provide information essential for maintaining the accuracy of statistics on the balance of international payments and the international investment position of the United States.

The new data will facilitate a factual appraisal of the economic effects of private American business investments on the United States and on the countries where these investments are located.

Reports must be filed by every United States "corporation, partnership, estate or trust, individual, or closely related group of persons," that on Dec. 31, 1966, owned directly or in conjunction with affiliated persons at least 10% of the voting securities, or similar certificates of ownership, of a foreign organization, or had foreign branches or other unincorporated foreign properties.

These reports should be filed within 90 days after publication of the announcement in the *Federal Register*, which is scheduled for August 9.

The reporting is mandatory. Additional information concerning this survey may be obtained from the Balance of Payments Division, Office of Business Economics, U.S. Dept. of Commerce, Washington, D.C. 20230.

Australian cardboard box producer wants to make plastic packaging materials

A manufacturer of printed cardboard boxes, cartons and plastic containers seeks a license to produce printed carton board and plastic packaging materials. It wants to contact experienced U.S. firms in the packaging, printing and converting field. The Australian company is particularly interested in the manufacture of folding and rigid boxes, mini-fluted and laminated board, visual packaging, packaging systems and packaging machines, especially the types which are integral parts of packaging systems.

The Australian concern operates two plants, each with floor space of approximately 100,000 square feet, equipped with modern printing and boxmaking machinery. Additional room is available for expansion. The firm does its own letter press and lathe printing. It has around 200 employees, plus 20 salesmen.

Total assets of the Australian concern are reported to be around $2.2 million with plant and equipment valued at nearly $900,000.

To obtain additional information **write:** Packaging and Printing Industries Ltd., 222 Botany Road, Alexandria, New South Wales 2015. Attention: Mr. F. F. Gladwin. WTD.

Cosmetics manufacturer seeks output of toiletries, related chemical products

A Dutch manufacturer of cosmetics and toilet preparations seeks licenses to produce and package cosmetics, toiletries and related chemical specialties. These could include liquid soaps and other detergents, cleaning, polishing and sanitation preparations, disinfectants and insecticides. The products would be packaged in aerosol containers, bottles, tubes and tins.

Established in 1965, the Dutch firm has around 150 employees. It operates plants in The Netherlands, Denmark and Ireland and also maintains its own laboratories for product control. The firm says it is making a number of items under licensing agreements with foreign companies. The Dutch concern is reported to be affiliated with a group of companies situated in The Netherlands.

Write: Chemische Fabriek Indola Cosmetics N.V., 80 Westeinde, Voorburg, The Netherlands. WTD.

World Trade Opportunities pages 32-38

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

149 Nonmetallic minerals

GERMANY—Uncut semi-precious stones of American origin. Ludwig Mayer (jewel dealer, cutter), Edelsteinschleiferei und -handlung, 658 Idar-Oberstein 1, P.O. Box 1514. WTD 7/67.

201 Meat products

● **GREECE**—Frozen fryers, 380 metric tons. Reference No. IO 8072/840. Bid deadline Sept. 11. Ministry of Commerce, State Purchases Directorate A, 16 Aghion Constantinou St., Athens.★ (Telephone: 202-WO 7-4400).

203 Canning, preserving foods

KUWAIT—Frozen vegetables. Jassim Mohammad al-Ali al-Wazzan (importer, retailer, wholesaler), P.O. Box 124, Kuwait. WTD in preparation.

THAILAND—All kinds of canned foods. C.i.f. Bangkok prices, sample requested. Direct purchase and agency. Rocksand (importer, wholesaler), 107 Patpong Road, P.O. Box 2294, Bangkok. WTD 11/66.

221 Broad woven fabric mills, cotton

SWEDEN—Furniture textiles. Direct purchase and agency. Requests two small samples of material offered. Furntex International (sales agent, importer), Pontonjargatan 16, Stockholm. WTD 7/67.

THAILAND—Bed sheeting, sizes 70" x 108", assorted colors. C.i.f. prices, catalogs requested. Direct purchase and agency. Rotraco Thailand, Ltd., (importer, sales agent), 231 Sathorn Rd., Bangkok. WTD 5/67.

Greece invites bidders on UHF transceivers

The Ministry of Commerce, State Purchases Directorate, has issued Tender No. D/550/67, for the supply of twelve UHF Transceivers.

Bid deadline is Sept. 4.

Bid should offer equipment operating on 225-400 Mhz with power output not less than 100 watts, and all necessary antennae, cables, and connectors.

Copies of tender announcement and specifications are available from the Ministry of Commerce, State Purchases Directorate "D" 50 Socratous St., Athens, Greece, or on a short-term loan basis to firms located in the United States from the Electronics Div., BDSA-658, Rm. 4125, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Nigeria seeks builder for three school sites

The Federal Military Government of Nigeria has announced that it is accepting registration for construction of three educational projects which will be put up for bidding later this year.

Interested firms must obtain and complete a questionnaire from the Permanent Secretary, Ministry of Works, Lagos, and return it with a short report on the competence of the contractor. Contracting companies that wish to bid on Federal Government projects must be registered with the Federal Military Government.

Application for registration should be received in the Ministry by Sept. 16.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

227 Floor covering mills, products

SOUTH AFRICA—Woven carpets and rugs having pile yarns of wholly or chiefly manmade fiber, of wool or wool mixtures; all qualities and sizes. Victory Electric Co. (importing distributor), 94 Adderley St., Cape Town, Cape Province. WTD 7/67.

229 Textile goods

TRUCIAL STATES—Nylon ropes. Direct purchase and agency. Darwish bin Abdullatif Khoory (importer, retailer), P.O. Box 265, Abu Dhabi. WTD in preparation.

233 Women's, misses', juniors' outerwear

IRELAND—Women's blouses, shirts, dresses, suits, skirts, coats. Brown Thomas & Co. Ltd.

Greece seeks purchase of television equipment

The Ministry of National Defense, General Army Staff, has issued a Tender, for the supply of television broadcast equipment.

Bid deadline is Sept. 7.

Bid should offer a 10 KW Transmitter, antenna system video/audio mixer unit, control desk and components, transmitter components, transmitter test equipment and two sets of basic spare parts.

Copies of tender announcement and specifications are available from the Ministry of National Defense, General Army Staff Aepys, 11 Academias St., Athens, or on a short-term loan basis to firms located in the United States from the Electronics Div., BDSA-658, Rm. 4125, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Australia calls for bids on radio transmitters

The Postmaster-General's Dept. has issued Tender No. C5040, for the supply of H.F. broadcast transmitters.

Bid deadline is 3 p.m. Oct. 3.

Bid should offer High Frequency broadcast transmitters, 50 KW and 10 KW for variable and fixed frequency operation including unit and depot spares.

Copies of tender announcement and specifications are available from the Deputy Asst. Dir. Gen. (Supply) Postmaster-General's Dept., 3rd Fl., 380 Russell St., Melbourne, Victoria 3000, or on a short-term loan basis to firms located in the United States from the Electronics Div., BDSA-658, Rm. 4125, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

(importing distributor), Grafton St., Dublin 2. WTD 6/67.

234 Women's, misses', children's, infants' undergarments

IRELAND—Women's underwear, nightwear. Brown Thomas & Co. Ltd. (importing distributor), Grafton St., Dublin 2. WTD 6/67.

251 Household furniture

SWEDEN—All kinds of modern household furniture. Requests descriptive literature, c.i.f. prices. Direct purchase and agency. Furntex International (sales agent, importer), Pontonjarsgatan 16, Stockholm. WTD 7/67.

Garden furniture, all kinds of materials. Direct purchase and agency. Walter Schechter & Son AB (sales agent, distributor, importer), Kungsgatan 66, Stockholm. WTD 7/67.

262 Paper mills, products

● **IRAN**—1500 tons kraft and 500 tons semi kraft paper on bobbins. Widths of bobbins range from 640-1200 mm. Bobbin core diameters in ranges between 7-9 cms and outside diameter in ranges from 100 to 110 cms. Basis weights range from 100 to 200 grs. per sq. meter. ± 7 grs. Bid deadline is Dec. 10. The tender announcement with specifications and conditions are available from Forest Products Div., BDSA, Rm. 4003, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3003).

264 Converted paper, paperboard products

IRELAND—Industrial paper wipers. Demesne Industrial Supplies, Ltd., (importing distributor, manufacturers' agent), 22, Ellis Quay, Dublin 7. WTD 6/67.

TAIWAN—Pre-pasted wallpaper. President Enterprise, Ltd. (importer, exporter), 62 Nanking East Rd., Section 3, Taipei. WTD 11/25/66.

273 Books

DENMARK—Medical text books. Munksgaard A/S, International Boghandel og Forlag (publisher, importer, agent, wholesaler, retailer), 47 Prags Blvd., Copenhagen S. Cable: BOGOTTO. WTD 7/67.

IRELAND—Fiction, paperbacks; children's books. Demesne Industial Supplies, Ltd., (importing distributor, manufacturer's agent), 22, Ellis Quay, Dublin 7. WTD 6/67.

NEW ZEALAND—Books for children up to 10 years of age in following categories: painting and coloring books, picture and story books. Mr. Richard Calvin, Governing Director, R. & W. Calvin Ltd. (importer), 1 Withers Rd., Glen Eden, Auckland 7. WTD 7/67.

281 Industrial chemicals

TAIWAN—Freon. Direct purchase and agency. Sun Moon Star Co., Ltd. (importer, agent), P.O. Box 1273, Taipei. WTD 9/1/66.

282 Synthetic materials

● **GUATEMALA**—Plastics tube P.V.C. (rigid polyvinyl chloride) and accessories. Tender No. 30-67 with a bid deadline of Aug. 29, 9 a.m. Departamento de Bienes Nacionales y Licitaciones, 3a. Calle 3-49, Zona 1, Guatemala City, Guatemala, C.A. Correspondence preferred in Spanish. Specification available upon request from: Departamento de Ingenieria Sanitaria, 3a, Avenida 0-61, Zona 10, Guatemala City.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

● **HONG KONG**—Supply of wax floor polish (paste)—1,000 each 2 lb. tins and 2,600 each 7 lb. tins. Tender No. Stores C/52/131/67; bid deadline Aug. 25. Controller of Stores, Stores Dept., Oil St., North Point, Hong Kong.★ (Telephone: 202-WO 7-2067).

SAUDI ARABIA—Cosmetics, beauty appliances. Manager, Al-Najah Medical Stores (wholesaler), P.O. Box 400, Jidda. WTD in preparation.

285 Paints, varnishes, lacquers, enamels

● **HONG KONG**—Cellulose lacquer for wood, heavy boiled, clear, packed in imperial gallon container, 1,800 imperial gals.; cellulose lacquer thinner packed in imperial gallon container, 8,000 imperial gals.; cellulose lacquer thinner packed in four imperial gals. container, 5,000 imperial gals.; thinner for shellac packed in five gallon U.S. container, 2,500 U.S. gals. Tender No. Stores C/52/64/67, bid deadline Aug. 11. Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Rd., Hong Kong. (Telephone: 202-WO 7-3512).

287 Agricultural chemicals

● **TURKEY**—Supply of 9,000 kg. of 1,1—Dimethyl—4,4—bipyridinium dichloride, 1,000 kg. alkylarlpoly-glycol ether, 100%; and 1,500 kg. hydroxyethyl cellulose, 90-92%. Tender No. 67-18T-45; bid deadline Aug. 28. Devlet Su Isleri Genel Mudeirlugu, Mekine ve Ikmal Dairesi Baskanligi, Etlik, Ankara. (The State Hydraulic Works, Machinery & Supply Dept.). Copies of complete tender documents may be obtained free of charge from the Buyer's Ankara office.

295 Paving, roofing materials

TAIWAN—Roof coatings. President Enterprise, Ltd. (importer, exporter), 62 Nanking East Rd., Section 3, Taipei. WTD 11/25/66.

301 Tires, tubes

TRUCIAL STATES—Tires and tubes. Direct purchase and agency. Darwish bin Abdullatif Khoory (importer, retailer), P.O. Box 265, Abu Dhabi. WTD in preparation.

302 Rubber footwear

IRELAND—Industrial protective footwear. Demesne Industrial Supplies Ltd. (importing distributor, manufacturers' agent), 22, Ellis Quay, Dublin 7. WTD 6/67.

307 Plastic products

SWEDEN—All kinds of plastic material sheets which can be used for floor, wall, roof covering purposes; especially interested in "do-it-yourself" type products; small plastic garden fountains. Direct purchase and agency. Westropa AB (sales agent, importer), Box 43065, Stockholm 43. WTD 7/67.

322 Glass, glassware

SWEDEN—Glassware, kitchen utensils, ashtrays, vases, other smaller gift items which can be sold through department stores, gift item shops. Direct purchase and agency. Walter Schechter & Son AB (sales agent, distributor, importer), Kungsgatan 66, Stockholm. WTD 7/67.

329 Abrasive, asbestos, nonmetalic mineral products

FRANCE—Asbestos filtering materials preferably in sheets sizes 16x16 in. suitable for utilization by wine industry. Samples, export

price quotations requested by firm in view of direct purchase. SO.DI.AC. (Societe de Distribution d'Articles de Caves et de Chais) (equipment dealer), 2 Rue Tustal; 33- Bordeaux, Gironde. WTD in preparation.

331 Steel mill products

● **IRAN**—Round bars: 191 tons, size range ½" to 2 3/16". Tender No. 283 & 284/46, bid deadline Aug. 28. Iranian State Railways, Maydane Rah—Ahan, Tehran.★ (Telephone: 202-WO 7-2363).

● Galv. and plain sheets and plates: 306 tons. Size range 0.75 mm. to 30 mm. x 1000 mm. x 2000 mm. Tender No. 288 & 289/46, bid deadline Aug. 27. Iranian State Railways, Maydane Rah-Ahan, Tehran.★ (Telephone: 202-WO 7-2363).

● **NEW ZEALAND**—Wheel sets complete (4½" diameter journal heavy duty axle, solid rolled steel disc wheels). Required: 600 sets. Tender for Railway Wheels, bid deadline Aug. 30. Comptroller of Stores, New Zealand Railways, Private Bag, Wellington. Copies of tender documents may be obtained on application to the Office of New Zealand Trade Commissioner, 1145 19th St., N.W., Washington, D.C. 20036.

● Varied rails and track accessories: 5700 tons 91 lb. N.Z.R. rail; 26,000 joint bars; 40,000 nuts and bolts; 600,000 rail clips; 750,000 screw spikes and 100,000 tie plates. Bid deadline Sept. 13, New Zealand Government Railways, Private Bag, Wellington. Drawings and specifications may be inspected at the Office of the New Zealand Government Senior Trade Commissioner & Commercial Counsellor, 1145 Nineteenth St., N.W., Washington, D.C.

● **SPAIN**—Rails: 30,000 tons, 54.43 kgs. per linear meter. Tender No. 25, bid deadline Sept. 14. Tender documents in Spanish; correspondence preferred in Spanish. Sr. Director General de la R.E.N.F.E., Direccion General de Estudios y Planificacion, Princesa 1, Madrid (8).★ (Telephone: 202-WO 7-2363).

● **THAILAND**—Angles and plates: 22 angle items, size range 90 x 90 x 10 mm. to 150 x 150 x 12 mm. and 19 plate items, size range, thickness 9 to 22 mm., width 280 to 1829 mm., length 2.438 to 10,460 mm. Tender No. 10338, bid deadline Aug. 21. State Railway of Thailand, Yod-Se, Bangkok.★ (Telephone: 202-WO 7-2363).

342 Cutlery, hand tools, general hardware

SWEDEN—Household utensils. Direct purchase and agency. Walter Schechter & Son AB (sales agent, distributor, importer), Kungsgatan 66, Stockholm. WTD 7/67.

TRUCIAL STATES—Hand tools; vices, chisels, hammers. Direct purchase and agency. Darwish bin Abdullatif Khoory (importer, retailer), P.O. Box 265, Abu Dhabi. WTD in preparation.

344 Fabricated structural metal products

NEW ZEALAND—Pierced steel plate required for access roadways and surfacing for open storage areas. General information, brochures, specifications, c.i.f. quotes Auckland sought. Mr. Strickland, Purchasing Officer, Auckland Harbour Board, P.O. Box 1259, Auckland 1.

346 Metal stampings

THAILAND—Complete line of kitchen utensils for commercial use. C.i.f. prices, catalogs requested. Direct purchase and agency. Rocksand (importer, wholesaler), 107 Patpong Rd. P.O. Box 2294, Bangkok. WTD 11/66.

348 Fabricated wire products

TRUCIAL STATES—Wire ropes. Direct purchase and agency. Darwish bin Abdullatif Khoory (importer, retailer), P.O. Box 265, Abu Dhabi. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

● **TANZANIA**—Quotations invited from Franchise Holders, with established parts and servicing facilities in Tanzania on a duty-free basis, and, on a graded quantity basis for a period up to June 1968 for various items of plant and equipment. Makes, sizes, quantities and parts numbers of construction machinery items not specified. No tender number supplied; bid deadline Aug. 25. Secretary, The Central Tender Board, P.O. Box 49, Dar es Salaam.

● **TURKEY**—One mobile crane, diezel powered, hydraulic operated, capacity not specified. Tender No. 967/3051. Bid deadline Aug. 22. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul (Materials Purchasing Dept.—Turkish Maritime Bank).

354 Metalworking machinery

● **INDIA**—Supply and erection of machinery, including horizontal type dynamic balancing machine for D.C. traction motors, vacuum impregnating plant, general purpose wheel lathe —2743 mm. between centers, induction type wheel tire heaters, 600 ton hydraulic wheel press, radial drill with 900 mm. arm, horizontal boring machine with 1000 x 800 mm. table, commutator turning lathe with banding apparatus, and a gap bed lathe with a 500 mm. swing over bed and 2500 mm. admit between centers. Tender No. LC/233/R/311/IV, bid deadline Sept. 4. Chief Electrical Engineer (Construction), 2nd fl., Parcel Office Bldg., Victoria Terminus, Bombay 1.

Tender documents may be obtained from the above address for $3.50 each copy.

TRUCIAL STATES—Acetylene welding and cutting apparatus; hand tools, power driven. Direct purchase and agency. Darwish bin Abdullatif Khoory (importer, retailer), P.O. Box 265, Abu Dhabi. WTD in preparation.

355 Special industry machinery

HONDURAS—One used Ludlow type-setting machine with 6 fonts of type. Lopez y Compania (printer), Attn: Rafael Lopez Rodas, 6a. Calle No. 112, Tegucigalpa. WTD 9/21/66.

TAIWAN—Machinery and technical know-how for making thermosetting urea granule. New Long Ki Plastics Industrial Co., Ltd. (manufacturer), 20 Tah Chiaw, Pu Yuen Village, Yung Kang Hsiang, Tainn Hsien. WTD in preparation.

Plastic processing machinery and tools. Direct purchase and agency. President Enterprise, Ltd. (importer, exporter), 62 Nanking East Rd., Section 3, Taipei. WTD 11/25/66.

TANZANIA—One collar fusing machine used in stiffening shirt collars for shirt manufacturing industry with capacity of 3,000 shirts per day of 16 hours. Quote c.i.f. Dar es Salaam. Kamyn Industries (Tanzania), Ltd. (manufacturers), P.O. Box 1211, Dar es Salaam. WTD in preparation.

356 General industrial machinery

VENEZUELA—Water, other liquids pumps for industry; deepwell pumps; small home water pumps with 1 HP, 1-phase motors, 120/220 V, 50/60 cycle. Direct purchase and agency. Aguador, C.A. (importer, sales agent), Calle Vargas N° 12, Boleita, Caracas, or: Apartado del Este 4259, Caracas. WTD 12/13/66.

357 Office, computing, accounting machines

● **GREECE**—Supply of about 1,500 electrically-operated numbering and addressing machines for football mutual stake lottery coupons. Bid deadline Nov. 30. Estimated value: $300,000. Greek Organization of Football Forecasts, 25 El. Venizelou Ave., Athens.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Nailers, staplers for parquet floors. Bumex N.V. (importing distributor), 47 Energiestraat, Naarden. WTD 5/25/67.

SWEDEN—Advanced small data machines such as desk calculators. Direct purchase and agency. Polyamp AB (importer, retailer, manufacturer, exporter, sales agent), Toppvsgen 20, Jakobsberg. WTD 7/24/67.

358 Service industry machines

VENEZUELA—Water treatment and purification equipment; sewage conditioning and grinding equipment; water filters; garden fountains. Direct purchase and agency. Aguador, C.A. (importer, sales agent), Calle Vargas N° 12, Boleita, Caracas, or: Apartado del Este 4259, Caracas. WTD 12/13/66.

361 Electric transmission, distribution equipment

● **BRAZIL**—Supply of approximately 59,000 single phase watt-hour meters. Bid deadline Sept. 14. Requested by Companhia Auxiliar de Empresas Eletricas Brasileiras (CAEEB), Coordenador de Compras, Avenida General Justo 171, sobreloja ZC-00, Rio de Janeiro. Tender documents available, in both Portuguese and English, from the above address, upon payment of NCr$30.00 (30 new cruzeiros—U.S. $1.00 = 2.715 new cruzeiros). Ask for specifications No. BX-A-11593-R. Meters required for expansion of the subtransmission and distribution systems of four electric utilities represented by CAEEB. A bid guarantee in the amount of NCr$110,000.00, or their equivalent in foreign exchange, should accompany each bid, or a proportional amount for partial bids.

362 Electrical industrial apparatus

TRUCIAL STATES—Arc welding machines; components, accessories. Direct purchase and agency. Darwish bin Abdullatif Khoory (importer, retailer), P.O. Box 265, Abu Dhabi. WTD in preparation.

363 Household appliances

IRELAND—Garbage disposal units. Demesne

Industrial Supplies, Ltd., (importing distributor, manufacturers' agent), 22, Ellis Quay, Dublin 7. WTD 6/67.

365 Radio, television receiving sets

IRELAND—Phonograph records. Demesne Industrial Supplies, Ltd. (importing distributor, manufacturer's agent), 22, Ellis Quay, Dublin 7. WTD 6/67.

366 Communications equipment

● **KENYA**—Supply of telephone equipment required for a 2400 line extension to the automatic exchange at Kampala. Tender documents will be furnished by the Crown Agents for Overseas Governments & Administrations, 4 Millbank, London, S.W.1., England, to qualified bidders. Reference should be made to DF 4252/10 of July 20.

371 Motor vehicles, motor vehicle equipment

BRAZIL—Passenger automobiles, parts, accessories. Rivadavia S. Campos (importer, agent), Avenida Rio Branco 156, 28° andar, grupo 2839, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 7/67.

PARAGUAY—Heavy duty vehicles: 40 ea 5 ton trucks; 20 ea ¼ ton jeeps, 4-wheel drive, military; 6 ea 1½ ton trucks, 4-wheel drive, military; 2 ea tank trucks 250 gal. capacity; 6 ea 8 or 10 ton trucks, 4-wheel drive, military; for troop transportation; 12 ea 25 or 30 passenger buses; 1 ea truck with 5-ton winch; 1 ea truck with 2½ ton winch; 1 year supply of spare parts for above vehicles as recommended in applicable manuals; price quotations and terms of sale. Requests replies in Spanish. Capitan de Navio Francisco P. Benitez, Jefe de IV departamento del Estado Mayor, Hernandarias y Plazoleta del Puerto.

374 Railroad equipment

● **SPAIN**—Supply of 150 hopper cars for carrying ore. Tender No. 31, bid deadline Sept. 18. Specifications are available from Sr. Dir. Gen. de la R.E.N.F.E., Direccion General de Estudios Y Planificacion, Princesa 1, Madrid 8. Correspondence preferred in Spanish. This is a world wide tender financing by IBRD. A copy of specifications (in Spanish) may be reveiwed in Rm. 4314, Transportation Equipment Div., BDSA-596, Dept. of Commerce, Washington, D.C. 20230.

● 500 box cars. Tender No. 29, bid deadline Sept. 18. Specifications are available from Sr. Dir. Gen. de la R.E.N.F.E., Direccion General de Estudios Y Planificacion, Princesa 1, Madrid 8. Correspondence preferred in Spanish. This is a world wide tender financing by IBRD. A copy of specifications (in Spanish) may be reviewed in Rm. 4314, Transportation Equipment Div., BDSA-596, Dept. of Commerce, Washington, D.C. 20230.

● Supply of track safety equipment. Tender No. 34, bid deadline Sept. 15. Specifications are available from Sr. Dir. Gen. de la R.E.N.F.E., Direccion General de Estudios Y Planificacion, Princesa 1, Madrid 8. Correspondence preferred in Spanish. This is a world wide tender financing by IBRD. A copy of specifications (in Spanish) may be reviewed only in Rm. 4314, Transportation Equipment Div., BDSA-596, Dept. of Commerce.

● Supply of 40 electric locomotives capable of operating 1500 or 3000 volts. Tender No. 27, bid deadline Sept. 20. Specifications are available from Sr. Dir. Gen. de la R.E.N.F.E., Direccion General de Estudios y Planificacion, Princesa 1, Madrid 8. Correspondence preferred in Spanish. This is a world wide tender financing by IBRD. A copy of specifications (in Spanish) may be reviewed in Rm. 4314, Transportation Equipment Div., BDSA-596, Dept. of Commerce.

● Retarders for classification yard. Tender No. 22, bid deadline Sept. 15. Specifications are available from Sr. Dir. Gen. de la R.E.N.F.E., Direccion General de Estudios Y Planificacion, Princesa 1, Madrid 8. Correspondence preferred in Spanish. This is a world wide tender financing by IBRD. A copy of specifications (in Spanish) may be reviewed in Rm. 4314, Transportation Equipment Div., BDSA-596, Dept. of Commerce, Washington, D.C. 20230.

375 Motorcycles, bicycles, parts

TRUCIAL STATES—Motorcycles, bicycles. Direct purchase and agency. Darwish bin Abdullatif Khoory (importer, retailer), P.O. Box 265, Abu Dhabi. WTD in preparation.

381 Engineering, laboratory, scientific research instruments

SWEDEN—Advanced electronic instruments, nuclear research instruments, apparatus. Direct purchase and agency. Polyamp AB (importer, retailer, manufacturer, exporter, sales agent), Toppvagen 20, Jakobsberg. WTD 7/24/67.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

382 Instruments for measuring, controlling, indicating physical characteristics

● **BURMA**—Sealed tenders are invited to carry out the following tests and to prepare technical reports and recommendations: low temperature carbonization tests (on semi-commercial scale) of Kalewa coal samples; sintering tests (on semi-commercial scale) of Pang Pet iron ore samples (concentrates); tests on semi-commercial scale to produce iron from samples of Kalewa coal and Pang Pet iron ore. Bid deadline Sept. 30. Secretary, Iron & Steel Industry Implementation Committee, First Fl., New Secretariat, Rangoon.★ (Telephone: 202-WO 7-2939).

SWEDEN—Electronic measuring instruments for measuring mechanical processes, movements. Direct purchase and agency. Svenska Disa AB (sales agent, importer), Visattravagen 41, Huddinge. WTD 7/67.

386 Photographic equipment

SWEDEN—Teaching aids and educational material of all kinds. Direct purchase and agency. Pogo Produktion AB (importer, exporter, manufacturer), Infanterivagen 1-3, Solna 4. WTD 7/24/67.

391 Jewelry, silverware, plated ware

GERMANY—American jewelry, goldfilled or solid gold line. Ludwig Mayer (jewelry, dealer), Edelsteinschleiferei und -handlung, 658 Idar Oberstein 1, P.O. Box 1514. WTD 7/67.

IRELAND—Stainless steel holloware, cutlery. Demesne Industrial Supplies, Ltd. (importing distributor, manufacturers' agent), 22, Ellis Quay, Dublin 7. WTD 6/67.

394 Toys, amusement, sporting goods

VENEZUELA—Badminton equipment; tennis goods; ping-pong, golfing, gymnasium equipment. Requests replies in Spanish. Ilaco Sport, C.A. (importer, distributor), Calle Union N° 7, Sabana Grande, Caracas, or: Apartado 10.047, Caracas. WTD 7/7/67.

395 Pens, pencils, office, artists' materials

● **SOUTH VIET-NAM**—Supply of 3,000 boxes of pens; 3,000 boxes typewriter ribbons; 20,000 bottles correction fluid; 2,000 rolls wrapping paper; 10,000 bottles ink; 1,000 boxes black ribbon for calculating machines; 4,500 boxes colored ribbons for calculating machines; 12,000 fasteners; 3,000 punches; 3,500 boxes black carbon paper; etc. Tender No. 2774-13077, bid deadline Aug. 29. Central Purchasing Authority, P.O. Box H-5, Saigon.★ (Telephone: 202-WO 7-2939).

399 Manufacturing industries

● **HONG KONG**—Supply of fire extinguishers with accessories as follows: 600 empty foam type, 10 qt. capacity, with 1400 charges, inner and outer foam; 800 water-carbon dioxide gas type, 10 qt. capacity; 1300 soda acid charges, 10 qt.; 1000 carbon dioxide gas cartridges, 10 qt.; 500 fire extinguishers, 2½ lb. carbon dioxide; 500 fire extinguishers, 5 lb. carbon dioxide; 50 fire extinguishers, 10 lb. carbon dioxide. Tender No. Stores C/52/105/67, bid deadline Aug. 18. Samples required. It is suggested that offers be made through Hong Kong agents. Secretary, Tender Board, Colonial Secretariat, Central Government Offices, Lower Albert Road, Hong Kong.★ (Telephone: 202-WO 7-2939).

502 Wholesale trade

CANADA—Biological, bacteriological, enzyme, virus product lines of all kinds, as well as petri dishes, culture media. Direct purchase and agency. Qualicum Laboratory Supply Company (importer, manufacturer, retailer, wholesaler), 1764 Woodward Drive, Ottawa, Ontario. WTD 7/67.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

232 Men's, youths', boys' furnishings, work clothing

IRELAND—Men's, youths', boys' slacks, jeans, shorts; men's protective work clothing. Orrwear, Ltd. (manufacturer), 40-41 Hill St., Dublin 1. WTD 7/67.

233 Women's, misses', juniors' outerwear

IRELAND—Women's, misses', juniors' slacks, jeans, shorts. Orrwear, Ltd. (manufacturer), 40-41 Hill St., Dublin 1. WTD 7/67.

262 Paper mills, products

THAILAND—Raw material for manufacturing of sanitary napkins. C.i.f. Bangkok prices requested. Sang Tong Thai Far, Ltd. Part. (importer, wholesaler), 249/1 Jawarad Rd., Bangkok. WTD 11/66.

264 Converted paper, paperboard products

THAILAND—Printing paper. Exclusive agency required. C.i.f. prices, samples requested. Pra Cha Chang & Co., Ltd. (importer, printer), 861-863 Talad Noi, New Rd., P.O. Box 310, Bangkok. WTD 7/67.

277 Greeting card manufacturing

THAILAND—Full line of greeting cards for Christmas season. C.i.f. prices, samples requested. Novo Agencies (importer, sales agent), 5th Floor, Thai Niyom Phan Fah Bldg., Rajdamnern Ave., Bangkok. WTD 9/66.

281 Industrial chemicals

NETHERLANDS—Heavy chemicals. C. van Epenhuysen's Chemische Fabrieken N.V. (manufacturer, importer, exporter, wholesaler, agent), 3 Noordweg or P.O. Box 11, Zwijndrecht. WTD 6/67.

283 Drugs

VENEZUELA—Veterinary pharmaceutical preparations; vitamins, drugs used in fabrication of animal feeds. Tecnica Veterinaria Agricola, C.A. (importer, distributor, sales agent), Calle Bolivar N° 203, San Mateo, Estado Aragua. WTD 5/67.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

NETHERLANDS—Detergents. C. van Epenhuysen's Chemische Fabrieken N.V. (manufacturer, importer, exporter, wholesaler, agent), 3 Noordweg or P.O. Box 11, Zwijndrecht. WTD 6/67.

289 Chemical products

THAILAND—Printing inks. Exclusive agency required. C.i.f. prices, leaflets requested. Pra Cha Chang & Co. Ltd. (importer, printer), 861-863 Talad Noi, New Rd., Bangkok. WTD 7/67.

319 Leather goods

HONDURAS—Saddles, horseback-riding equipment. Hammer Agencies, S. de R. L. (distributor), Attn: Jose Fonseca Galvan, Manager, P.O. Box 101, Tegucigalpa. WTD 12/8/66.

353 Construction, mining, material handling machinery, equipment

FRANCE—Concrete mixers, portable, stationary or truck-mounted, for industrial use, related machinery of modern types such as vibrators, batching units, cement blenders; concrete reinforcement accessories, hardening materials. Amiand, Robert (Ateliers & Chantiers des Sables) (dealer, sales agent), Usine de la Garliere; B.P. 66; Les Sables d'Olonne; 85-Vendee. WTD 3/67.

355 Special industry machinery

AUSTRALIA—Highly automated, mobile, fruit drying and packaging equipment, such as mobile unit for preparation of fruit to be discharged onto conveyor system which carries fruit pieces through drying tunnels which discharge into storage chambers supplying plastic bagging section (heat-sealed, vacuum type plastic bags) then into cartons for wholesaler warehouses. Fruits involved would be apples, pears, stone fruits, grapes, possibly figs. S & W Enterprises Pty., Ltd. (manufacturer), 333 Wharf St., Queen's Park, Western Australia. WTD 7/13/67.

AUSTRIA—Special machinery for canning industry, for manufacturers of chocolates, biscuits, other bakery products, frozen and dried foods, as well as food packaging machines. Agency for Austria, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, USSR. Ing. Hans Joerg Russ—Ingenieurbuero (importer, manufacturers' representative, consulting engineer), Loewengasse 47, A-1030 Vienna. WTD 7/67.

THAILAND—Machinery for manufacturer of sanitary napkins. C.i.f. prices, catalogs requested. Sang Tong Thai Far, Ltd. Part. (importer, wholesaler), 249/1 Jawarad Rd., Bangkok. WTD 11/66.

356 General industrial machinery

AUSTRALIA—Rotary kilns, portable, propane fired for on the spot drying of feed crops (grasses and legumes). S & W Enterprises Pty., Ltd., 333 Wharf Street, Queen's Park, Western Australia. WTD July 13, '67.

394 Toys, amusement, sporting goods

THAILAND—All kinds of toys. C.i.f. Bangkok prices, catalogs requested. Novo Agencies (importer, sales agent), 5th Fl., Thai Niyom Phan Fab Bldg., 99 Rajdamnern Ave., Bangkok. WTD 9/66.

395 Pens, pencils, office, artists' materials

COLOMBIA—All kinds of artists' paints. Requests replies in Spanish. Ferreteria Rafael Velasque O. (importer, wholesaler, retailer), Carrera 53 No. 47-11. Apartado aereo 3921, Medellin. WTD 7/21/67.

507 Hardware, plumbing, heating equipment, supplies

LUXEMBOURG—Air conditioning, refrigeration equipment, supplies. ELCO Electric Supply Company (importer, representative), 10, Rue de la Fonderie, Luxembourg. WTD 6/21/67.

Turkey issues tender for mobile radio unit

The Trt Kurumu Genel Mudurlugu, Genel Evrak Mudurlugu Ankara (Turkish Radio & Television Association), has issued a tender, for the supply of a mobile radio broadcast unit.

Bid deadline is Aug. 29.

Bid should offer enclosed (van) type radio broadcast unit capable of working from commercial and self contained power sources, AC and DC. This is to be used for drama, music, news reporting, etc., and will be broadcast via radio-link or telephone lines to the main station for recording or re-broadcast purposes.

Copies of tender announcement and specifications are available from the Modern Translation Bureau, Menekse Sokak 49/1 Yenisehir, Ankara, for $23.00 including airmail postage.

Argentina assigns date for new bid deadline

The Municipal Government of the City of Buenos Aires has announced an extension of the deadline for bidding in connection with the call for bids for construction and operation of three supermarkets (see *International Commerce*, June 12, 1967 and *Commerce Business Daily*, IS No. PSA-4329, June 12, 1967).

The deadline has been extended from 4:00 p.m., July 14 to 4:00 p.m. Sept. 18.

Indian electric firms want bids on 110 kv. power line equipment

The Tata Hydro-Electric Power Supply Co., Ltd., The Andhra Valley Power Supply Co., Ltd. and the Tata Power Co. Ltd., has issued Tender No. J-2198, for supply, delivery, and installation of 110KV Power Line Carrier Communications.

Bid deadline is 11 a.m., Sept. 11.

Bid should offer 110 KV Power Line Carrier Communications for receiving stations, including SSB Single Channel Carrier Transmitters and Receivers and SSB Twin Channel Carrier Equipment. The procurement in this tender is made under World Bank Loan (IBRD loan #416-IN).

Copies of tender announcement and specifications are available from the Gen. Mgr., Tata Electric Companies, Bombay House, Bruce St., Fort Bombay 1 India, or on a short-term loan basis to firms located in the United States from the Electronics Div., BDSA-658, Rm. 4125, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

BRUNEI—Three planned projects in Brunei of interest to U.S. firms have been announced: **The Muara Deep Water Scheme**—interested contractors wishing to apply as tenderers should send information about themselves to the consulting firm, Sir Bruce White, Wolf Barry and Partners, 1 Lygon Place, Westminster, London, S.W.1, England. They should do this as soon as possible and mark, "Muara Deep Water Port Scheme" on the outside of the envelope. The consulting firm will have available the necessary drawings and specifications, and the firm will also screen the applicants to determine their capacity to carry out a contract should their tender be accepted.

The project will involve a 36 ft. deep access channel, about 10 million cubic yds. of dredging and reclamation, construction of 2½ berths consisting of 600 ft. of wharfage for general cargo, 600 ft. for containerization, and 300 ft. for aggregate and building materials, and concrete piling. The project is expected to be completed by the end of 1969 or early 1970, and the estimated cost of construction and dredging will approximate 40 million dollars Malay (now Brunei). Separate tender documents will be for the following: for dredging, which should be available July-Aug., for construction of berths, by Aug.-Sept., construction of godowns, offices, etc. available by Oct.-Nov., and services, such as electricity, water, etc., available by October-November.

The New Airport Project—will be advertised, but interested contractors should write as soon as possible to the consulting firm, Scott, Wilsdn, Kirkpatrick and Partners, 5 Winsley St., London W.1, England. The size of the airport is being planned for a runway of 9,100 ft. long x 150 ft. wide with full provision for extension to 12,000 ft. However, it is also being considered to make it 12,000 ft. at the outset, which would make it the longest runway in Southeast Asia.

The Road Project—will involve the construction of an all weather highway of about 45 miles in the Temburong District of the State of Brunei, at an estimated cost of roughly about 20 million dollars, Malay (now Brunei). For information regarding tenders contractors should write to the Consulting Firm of Scott, Wilson, Kirkpatrick and Partners, Manson House, Nathan Rd., Kowloon, Hong Kong.

NETHERLANDS—To alleviate the shortage in hotel accommodations in Amsterdam, plans for **the construction of a new Hilton Hotel at Schiphol Airport have recently been approved.** The first pile for the construction of the new hotel will be driven in Oct. of this year and it is hoped the hotel will be ready for occupancy in 1969.

Mr. Feike de Boer, former Burgomaster of Amsterdam, who is also a member of the Board of the Amsterdam Hilton Hotel, has been appointed as Director of the new hotel.

The hotel will be constructed on an open site immediately behind the main entrance to Schiphol Airport; it will be six stories high, entirely soundproof and airconditioned. According to present estimates construction costs will amount to approximately 13 million guilders (approx. $3½ million). Construction costs will be financed by means of loans by the newly established Hotel Maatschappij Schiphol. The hotel will have a restaurant seating 90 guests, a bar for 75 persons, a coffee shop with bar for 60 guests and two private dining and meeting halls which can be combined with the restaurant by moving the sliding walls.

The architectural firm Architectenbureau Maaskant, van Dommelen, Kroos and Ir. Senf of Rotterdam, which also constructed the Hilton Hotel in Rotterdam, has been commissioned to design the building.

NEW ZEALAND (NZ $1 = U.S. $1.40)—Auckland now has the most extensive harbor facilities in New Zealand. The Auckland Harbour Board has announced **plans for the development of a container wharf complex.** The Board contemplates spending NZ $7.5 million on the first stage, which has a completion date of Dec. 1970.

Basic construction work is within the capability of local facilities and resources. For container handling equipment, one or two 40 ton transporter cranes, costing about NZ $500,000 each, will be required.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lousaac-Sogn Building. Area Code 907 Tel. 272-5561.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 752-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 309 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. Br. 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 560-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

THAILAND—A prominent Bangkok businessman, Charoon Sibunruang, plans to invest some $1.75 million **in the construction of a modern shopping development in central Bangkok. The complex will include Sibunruang buildings No. 2 and No. 3, a shopping center, and three parking lots with a total capacity of 350 cars.** The new project will be constructed just behind the six-year-old, seven story Sibunruang Bldg. No. 1, which now houses offices of the U.S. Air Force, the OICC, Phillips Electric Co. Ltd., the Asia Foundation and the Export-Import Bank of Japan.

Sibunruang Bldg. No. 2 will be ten stories high, while Sibunruang Bldg. No. 3 will be seven stories and the shopping center only two stories. When completed, the four buildings (Sibunruang Buildings Nos. 1, 2 and 3 and the shopping center) will form a hollow square with the parking lots in the center and will occupy a total area of almost two and one-half acres.

Mr. Charoon plans to award the construction contract to Nielsen Co., Ltd. (a Danish construction contractor in Thailand). American companies interested in selling equipment and supplies for the buildings should write directly to: Mr. Charoon Sibunruang, Bangkok Trading Co., Ltd., 995 New Rd., Bangkok, Thailand. (Biographic information on Mr. Charoon and a World Trade Directory Report on the Bangkok Trading Co., Ltd., are available.)

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Father Hector Bertaine Le Floch, General Director, Caritas Cordoba de Caritas Internationalis, Velez Sarsfield 152, Cordoba, Province of Cordoba, interested in **contacting U.S. manufacturers of machinery for production of electronic parts and components,** and requesting technical information. Aug. 7 via New York for 4 weeks. c/o National Conference of Catholic Churches, 1346 Connecticut Ave., Washington, D.C. 20236. Itinerary: New York, Boston, Washington.

AUSTRALIA—Milton G. Crafter, Globe Chemicals and Trading Pty. Ltd., 35 Ralph St., Alexandria, N.S.W., interested in **purchasing and distributing agricultural chemicals, industrial chemicals for paint, acrylics and water purification.** Aug. 21 via New York for 6 weeks. c/o American Express in New York, Chicago, Los Angeles. Itinerary: New York, Philadelphia, Chicago, Pittsburgh, Houston, Los Angeles, San Francisco. WTD 6/67.

AUSTRALIA—Reynold B. Richards, Asst. Managing Director, Renlita Products Pty. Ltd., 478-484 Main North Road, Blair Athol, South Australia 5084, interested in **licensing agreements for manufacture of above-ground swimming pools and metal prefabricated buildings for poultry and agricultural industries** and requesting technical information on manufacture of these items. July 26 via Seat-

tle for 8 weeks. c/o Australian Consulate General, New York, N.Y. 8/27-9/13. Itinerary: Los Angeles, Kansas City, Chicago, Detroit, New York. WTD 7/25/67.

BRAZIL—Sigismund S. Schindler, representing his own firm, Rua Sao Caetano 457, Salvador, Bahia, interested in **purchasing printing machinery for books, magazines, newspaper and advertising pamphlets** to establish a publishing house, and requesting technical information. Aug. 14 via New York for 18 days. c/o 2800 Neilson Way, Box 502, Santa Monica, Calif. 90406. Itinerary: 8/14, 15 New York, 8/16 Kansas City, 8/17-31 Santa Monica. WTD in preparation.

GERMANY—Karl Reichmann, Rational-Bueromoebelfabrik Reichmann Soehne, 143a Oskar-Jaeger-Str., 5 Koeln-Ehrenfeld, interested in **contacting U.S. manufacturers of office furniture and equipment** interested in investments in Europe. Aug. 16 via New York for 3 weeks. c/o Edith Reichmann, 2 Washington Square Village, New York, N.Y. Itinerary: Philadelphia, Boston, New York. WTD 7/27/67.

JAPAN—Osaka Commercial-Industrial Research Mission-Group 1 (wholesalers) with members representing the City of Osaka and firms, interested in **general commercial and industrial conditions** in the U.S. Aug. 21 via New York for 17 days. c/o Harumi Yokota, Japan Trade Center, 232 N. Michigan Ave., Chicago, Ill. 60601. Itinerary: 8/21-24 New York, Washington, Buffalo, 8/27, 28 Chicago, 8/30 Dallas, 9/1 Los Angeles, 9/3 San Francisco.

JAPAN—Osaka Commercial-Industrial Research Mission-Group 2 (retailers) with members representing the City of Osaka and firms, interested in **general commercial and industrial conditions** in the U.S. Aug. 21 via New York for 17 days. c/o Harumi Yokota, Japan Trade Center, 232 N. Michigan Ave., Chicago, Ill. 60601. Itinerary: 8/21-24 New York, Washington, Buffalo, 8/27, 28 Chicago, 8/30 Dallas, 8/31-9/1 Los Angeles.

JAPAN—Osaka Commercial-Industrial Research Mission-Group 3 (industry) with members representing the City of Osaka and firms, interested in **general commercial and industrial conditions** in the U.S. Aug. 21 via Niagara Falls for 17 days. c/o Harumi Yokota, Japan Trade Center, 232 N. Michigan Ave., Chicago, Ill. 60601. Itinerary: Niagara Falls, Buffalo, 8/23, 24 Chicago. 8/25 Detroit, 8/28, 29 New York, 8/31 New Orleans, 9/1 Los Angeles.

NIGERIA—O. I. Akinkugbe, President Ibadan Chamber of Commerce, and Managing Director, Palm Chemists, P.O. Box 1319, Ibadan, interested in negotiating with U.S. firms for **licensing and/or joint venture agreements for manufacture of wood, rubber, metal based small scale industries including window screens, venetian blinds, other builders' supplies.** Aug. 18 via New York for 5-9 days. c/o V. O. Awosika, Nigerian Mission to the United Nations, 20th floor, 757 3rd Ave., New York, N.Y. 10017. Itinerary: New York. WTD in preparation.

SOUTH AFRICA—Bill Cannell, Director, Ash Bros. (Cape) (Pty.) Ltd., P.O. Box 3776, Cape Town, interested in **securing agencies for street sweeping and fire fighting equipment.** Aug. 10 via New York for 18 days. c/o H. S. Ross, Midland Ross Corp., 38 Pearl St., New York, N.Y. 10004. Itinerary: New York, Flint, Mich., Chicago, Portland, Ore. WTD in preparation.

Leads for Importers

Commodities are offered direct unless specified

205 Bakery products

AUSTRIA—Wafers for use by bakery, confectionery, pharmaceutical industries; also for household use; flowers made from wafers for decorating cakes; consecrated wafers. Georg Kaltenhaeuser OHG (manufacturer, exporter), Hauptstrasse 88, A-3751 Sigmundsherberg. WTD 7/67.

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible;

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

344 Fabricated structural metal products

AUSTRIA—Spring-operated overhead garage doors with self-supporting guide rails; fully automatic operation, degreased and dip-primed. Single-wing steel doors, double-wing doors; double-wall insulated steel doors for homes, offices. Illustrated brochure available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Felix Walder (manufacturer, exporter), Kapuzinerstrasse 84e, A-4020 Linz/Donau. WTD 7/67.

371 Motor vehicles, motor vehicle equipment

FINLAND—Power take-off units for motor vehicles. Price lists, terms, brochures available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Peltosalmen Konepaja Oy (manufacturer, exporter), Export Office, Otsolahdentie 15, Tapiola. WTD 7/67.

394 Toys, amusement, sporting goods

FINLAND—Wooden and plastic toys. Illustrated brochure available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Plasto Ky/Kb (manufacturer, exporter), Box 14, Maarianhamina. WTD 7/67.

Buenos Aires asks for market construction bids

The government of the City of Buenos Aires is calling for bids for the construction and operation of the Supermarket Esteban de Luca, to be located in downtown Buenos Aires.

Bids must be submitted to Administracion de Inmuebles y Concesiones, Carlos Pellegrini 211—piso 6, Buenos Aires, Argentina by Sept. 18. Interested firms should contact this address for all further information.

One copy of specifications in Spanish is available for review only in Rm. 4014, Building Materials & Construction Industries Div., B.D.S.A., U.S. Dept. of Commerce, Washington, D.C. (Telephone: 202-WO 7-4272).

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated July.

American Firms, Subsidiaries and Affiliates—Mexico.
Architects, Builders, Contractors and Engineers—Nicaragua.
Dairy Producers—Republic of Panama.
Provisions—Importers and Dealers—Ceylon.
Tobacco and Tobacco Products—Importers, Dealers and Manufacturers—Portugal.
Tobacco and Tobacco Products—Importers, Dealers and Manufacturers—Uruguay.
Office Supplies and Equipment, Paper and Stationery—Importers and Dealers—Peru.

New Books and Reports

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1967. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Foreign Trade Regulations of Malaysia. OBR 67-35. The following topics are covered in this report: trade policy, import tariff system, special customs provisions, internal taxes, shipping documents, marking and labeling requirements, non-tariff import controls, Malaysia's export controls, U.S. controls and Government representation.

Market Factors in Spain. OBR 67-36. The outlook, nature of the market, competition and market analysis for selected commodities are included for Spain. Among the commodities covered are: food processing and packaging equipment, refrigeration equipment, catering equipment, metalworking machinery and electronic equipment.

Foreign Trade Regulations of the Netherlands Antilles. OBR 67-37. The same topics listed above for Malaysia are set forth for the Netherlands Antilles.

Establishing a Business in Thailand. OBR 67-42. This report details the investment climate, legislation governing investment, business organization, industrial property protection, employment, taxation, availability of capital, basic economic facilities and investment information services in Thailand.

Write: any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Turnover Taxes.* By Dr. G. Schmölders. Available in English and German. International Bureau of Fiscal Documentation, Amsterdam. 80pp. $7.40.**

This timely study, which is Part IV of the series entitled *Developments in Taxation Since World War I*, traces the history of the turnover tax and outlines its operation in several European countries. Dr. Schmölders largely concentrates his analysis on the mechanics of the present German turnover tax system, discussing its benefits and shortcomings, and tracing its refinement over the years. Proposals for the reform of the German tax are summarized, and an analysis of their probable impact on competition and trade is presented.

Basically, Dr. Schmölders recommends the adoption of a neutral tax—one that is so designed that every item of goods bears the same tax burden, no matter by what firm it has been produced or in what sequence of stages it is passed from production and marketing to consumption. Most of the multi-stage cumulative turnover tax systems presently in operation in several countries lack this neutrality, and Dr. Schmölders' recommendations for a solution to this problem represent a valuable contribution to the entire question of present-day tax matters.

Write: International Bureau of Fiscal Documentation, Muiderpoort-Sarphatistraat 124, Amsterdam-C, The Netherlands. **W. E. Yett.**

***World Wood Review, 1967.* Published by Miller Freeman Publications. Portland, Ore. 84pp. $1.**

This issue of *World Wood* magazine provides statistical information from 158 countries on forest resources, logging and wood manufacturing as well as tabular world production reports. Narrative reports on industry trends are included for many countries.

The report identifies the U.S. as the world's leading plywood producer; USSR as the leading lumber producer; and West Germany as the leading particleboard producer.

Write: World Wood, Miller Freeman Publications, 731 SW. Oak St., Portland, Ore. 97205.

Engineering institute proceedings released

The proceedings of the Third Institute for International Engineering, held last fall at Boulder, Colo., have been published by the University of Colorado.

The proceedings contain presentations of more than 50 participants during the four days of the institute, whose theme was Expanding International Engineering and Construction through Teamwork.

Copies of the proceedings are obtainable at $7.50 from: Bureau of Continuation Education, University of Colorado, Boulder, Colo.

***Management Index.* Published by Management Index, Canada. 1967. Yearly subscription, $20-$30, depending on service; one month trial, $2.**

Management Index is a system for keeping management and staff up to date on articles of interest in current business magazines and journals. The publication classifies the contents of 400 leading business magazines of the United States, Canada and Great Britain into 24 separate functional sections, such as accounting, advertising, office, personnel, executive and supervisory skills and top management. Some 1600 new reference sources are added monthly.

In addition, significant new business books, pamphlets, surveys, training films and government documents of the three countries are indexed.

A routing and request form is included in each monthly issue of the publication so that it can be circulated among company staff. If magazines are not available within the subscriber's office, they may be borrowed by mail from the *Management Index* library.

Write: Management Index, Box 453, Ottawa, Canada.

***Australia, Great Resources, Growing Opportunities.* Published by the English Scottish and Australian Bank, Ltd. Melbourne. Free.**

A booklet offering a wide range of information is available to North American businessmen interested in investing in the expanding Australian economy. It contains a map showing principal mineral deposits and agricultural areas, as well as many charts and graphs.

Topic titles include: economic objectives, employment, productivity, living satndards, international trade, credit rating stands high, riches from the land, harvest from the sea, the industrial scene, and fuel and power. Also: minerals; oil and gas; tariff policy; investment allowances for manufacturers; financing expansion; hire purchase, installment credit, commercial loans, leasing; building, buying, leasing; government help for national development; exchange control; taxes are low; setting up business under company law.

Write: The Manager, New Business Department, the English Scottish and Australian Bank Ltd., 287 Collins St., Melbourne, Australia.

***Foreign Trade and Economic Growth in Italy*. By Robert M. Stern. Published by Praeger Special Studies in International Economics and Development. New York. 1967. 224pp. $12.50.**

Imports of goods and services into Italy as a percentage of gross national product doubled during the period 1950-64, according to this recent study. From 1955 to 1963, the chief beneficiaries of Italy's increase in imports were industrial countries, particularly other members of the European Common Market.

During this same period, changes in the commodity composition of imports favored manufactured goods over crude materials and mineral fuels. These composition changes reflect the changes in Italy's demand brought about by shifts in the level and structure of income and output. However, with the recessionary developments of 1963-64, demand for manufactured goods decreased while imports of foodstuffs rose significantly.

These and other trends in Italy's foreign trade are brought out in this study on the relationship between economic growth and foreign trade in Italy. The author's use of theoretical models to determine relationships between various sets of trade and growth statistics is of methodological as well as substantive interest for the economist. For the businessman, the book contains useful information on economic trends during 1950-64.

Numerous tables, including a group showing the changing import pattern for the country, should be helpful to U.S. firms studying the Italian market. In addition, the book has tables on gross investment, industrial production, prices, wages, labor force, and balance of payments of Italy.

Write: Frederick A. Praeger, Publisher; 111 Fourth Ave., New York, N.Y. 10003. **J. Goertz.**

***Industry Profiles*. Published by the Department of Commerce. Washington, D.C. 137pp. $1.**

The Business and Defense Services Administration of the Commerce Department has prepared this statistical profile of American industry, providing a comparative analysis of eight years of performance by the country's 409 manufacturing industries.

The years covered are 1958 through 1965—a period during which the U.S. economy grew at a rapid rate. The publication gives a year-by-year breakdown on industry total employment and total payroll costs; the number of production workers, man-hours worked and wages; capital expenditures; value added by manufacture and total shipments, and eight computer-constructed ratios based on these measures.

The original data were collected by the Bureau of the Census in its Census of Manufactures and its annual surveys of manufactures.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402; or contact local Department of Commerce field offices.

***Korean Business Directory:* 1967-68 Published by the Chamber of Commerce of Korea, Seoul. 1967. 228pp.**

This directory is a classified and alphabetical index of manufacturers, exporters, importers, service, and governmental facilities in Korea. The address, telephone number, cable address and chief representative of each firm or organization is listed along with the date of establishment, territory, capital base, reference bank and product of each.

Write: Chamber of Commerce of Korea, 111 Sokongdong, Choong-Ku, Seoul.

New booklet discusses U.S. development role

A new publication of the National Planning Association entitled *International Development and the U.S. National Interest* contains an NPA joint statement on "constructively resolving the crisis of the U.S. foreign aid program." The 80 agriculture, business, labor and education leaders making the statement stress that the present crisis offers both the greatest threat and the greatest opportunities in the continuation of U.S. foreign aid.

The title article by Robert E. Asher, a senior staff member at the Brookings Institution, analyzes the rationale behind U.S. foreign aid. It weighs various arguments both pro and con in terms of U.S. national interest and the long term nature of the development process.

Copies may be obtained for $1 each **from:** National Planning Association, 1606 New Hampshire Ave. NW., Washington, D.C. 20009.

***Six Countries*. *LPE Reporter*, summer 1967. Published by The London Press Exchange, Ltd. London. 48pp. Limited free copies available.**

The latest issue of the *LPE Reporter* is devoted to an analysis of the current status of the European Economic Community. Its conclusion is that the six member countries have made more headway in political and economic integration than in commercial unification in the ten years since the Rome Treaty.

The *Reporter* survey concludes that: "The six have multiplied their trade with each other, all but abolished their tariffs, and reached a momentous agricultural agreement; yet from a business and marketing point of view, they remain separate countries and separate markets."

Write: Ken Campbell, Executive Vice President, LPE-Robert Otto, Inc., 330 Madison Ave., New York, N.Y. 10017.

***The Middle East and South Asia*. By Ray L. Cleveland. Published by Stryker-Post Publications. Washington, D.C. 1967. 89pp. $1.75.**

This is a concise text on the geography, history, government, politics, culture and economy of the 17 independent nations of this area. The account is up-to-date as of the June 10 cease-fire in the Arab-Israeli war.

A map of each country is correlated to the text, and there are contrasting maps of the Middle East and South Asia in 1910 and 1967. Historical background is included on the Assyrian, Persian, Byzantine, Ottoman and other Empires.

Write: Stryker-Post Publications, 6330 Utah Ave. NW., Washington, D.C. 20015.

***National Planning Series*. Edited by Bertram M. Gross. Published by the Syracuse University Press. New York. 1967.**

Paperbound volumes analyzing national economic planning in a variety of pre-industrial, industrial and post-industrial societies are available. The series considers various viewpoints: political, sociological, managerial, historical and psychological as well as economic.

The following countries are covered in individual volumes priced from $2.75 to $4.25: Venezuela, Morocco-Tunisia, Tanzania, Mexico, Israel, Great Britain, Italy and West Germany.

For more information, **write:** Syracuse University Press, Box 8, University Station, Syracuse, N.Y. 13210.

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Calendar *for international traders*

CAMBRIDGE, Mass.—Sept. 21—International Trade Workshop, 8:45 a.m., Charter House Motor Hotel. Sponsors: Small Business Administration; Commerce Field Office.

CEDAR RAPIDS, Ia.—Sept. 19—Foreign Trade Bureau Meeting, 7:45 p.m., Roosevelt Hotel. Speaker: Rudy Schanken, Dir., International Administration, Collins Radio Data Processing. Sponsor: Foreign Trade Bureau, Chamber of Commerce.

CHARLESTON, S.C.—Oct. 5—Businessmen's Consultation, **Harris Dawson, Commercial Attache, Bonn.** Sponsor: Commercial Field Office.

CHICAGO—Aug. 16—Midwest Credit Management Association, LaSalle Hotel. Sponsor: Chicago Midwest Credit Management Association.

CHICAGO—Sept. 6—Association of Commerce & Industry Meeting. Palmer House. Sponsor: Chicago Association of Commerce & Industry.

CHICAGO—Sept. 12—Automotive Exporter's Club, Builders Bldg. Sponsor: Automotive Exporter's Club.

CHICAGO—Sept. 14—International Trade Club, LaSalle Hotel. Speaker: Dr. Eugene M. Braderman, Deputy Asst. Director, Commercial Affairs & Business Activities, U.S. Dept. of State. Sponsor: International Trade Club.

DALLAS—Aug. 21—In-Office Workshop, 2 p.m., Field Office. Sponsors: REEC; Commerce Field Office.

DALLAS—Oct. 9-10—Businessmen's Consultation, **William Spruce, Commercial Officer, Mexico, D.F.** Sponsor: Commerce Field Office.

DETROIT—Aug. 22—Businessmen's Consultation, **Thomas Turqman, Commercial Officer, Stockholm to/Tripoli.** Sponsor: Commerce Field Office.

HONOLULU—Aug. 22—Businessmen's Consultation, **Monroe E. Aderhold, Commercial Officer, Calcutta.** Sponsor: Commerce Field Office.

HONOLULU—Aug. 24—Regional Export Expansion Council Meeting, 10:30 a.m., Camp Smith. Sponsors: REEC; Commerce Field Office.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

JACKSONVILLE, Fla.—Oct. 2—Businessmen's Consultation, **Harris Dawson, Commercial Attache Bonn.** Sponsor: Commerce Field Office.

JONESBORO, Ark.—Aug. 22—Economic Education Workshop, Arkansas State University. Sponsor: Arkansas State University.

KANSAS CITY, Mo.—Aug. 24—Export Documentation Workshop, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

KANSAS CITY, Mo.—Sept. 12—Meeting for Exporters, 6 p.m., Muehlebach Hotel. Sponsors: International Trade Club; REEC; Commerce Field Office.

KANSAS CITY, Mo.—Sept. 14—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

KANSAS CITY, Mo.—Sept. 28—Export Documentation Workshop, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

LOS ANGELES—Aug. 25—Export Expansion Seminar, 9:30 a.m., Field Office. Sponsor: Commerce Field Office.

NEWARK, Del.—Oct. 19—Fourth Annual Transportation Conference, 8:45 a.m., University of Delaware. Sponsors: Associated Traffic Clubs of Philadelphia and Wilmington; Chamber of Commerce; Delta Nu Alpha Transportation Fraternity.

NEW YORK—Aug. 22-23—Businessmen's Consultation, **Stephen Duncan-Peters, Commercial Attache, Stockholm.** Sponsor: Commerce Field Office.

NEW YORK—Aug. 29—Businessmen's Consultation, **Anthony Geber, Economic Officer, Paris to/Vienna.** Sponsor: Commerce Field Office.

NEW YORK—Aug. 30-31—Businessmen's Consultation, **John Panos, Assistant Commercial Attache, Tehran to/Stockholm.** Sponsor: Commerce Field Office.

ST. LOUIS—Oct. 13—Businessmen's Consultation, **William Spruce, Commercial Officer, Mexico, D.F.** Sponsor: Commerce Field Office.

SAVANNAH, Ga.—Oct. 4—Businessmen's Consultation, **Harris Dawson, Commercial Attache, Bonn.** Sponsor: Commerce Field Office.

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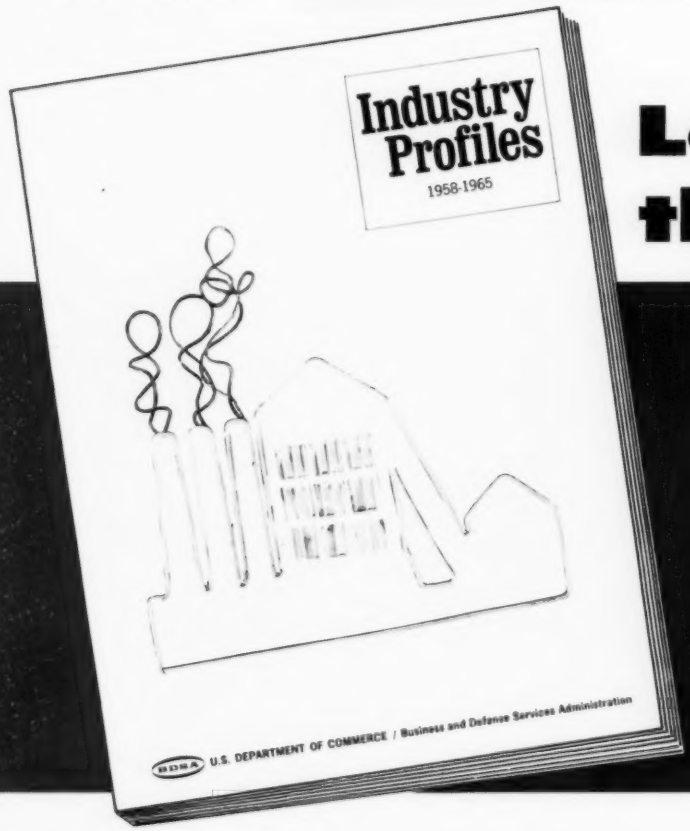

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